

# THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

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## TO AMEND FEDERAL OLEO LAW

### Bill to Reduce Tax and Make New Regulations

A bill has been introduced in Congress within the past few days which it is claimed will settle the oleomargarine controversy, stop fraud and put an end to the butter monopoly which now controls the market. Of course the butter interests do not like it, and they will fight it and may succeed in defeating it, since if it is enacted into law it takes away the possibilities of the 40 and 50 cent butter graft which they now enjoy under the enforcement of a prohibitive revenue tax on oleomargarine.

This bill, by Congressman Burleson of Texas, is similar to that introduced by him in the last Congress. At that time consumers' pocketbooks had not been so pinched by high butter prices, and there was less interest in the matter of giving justice to oleomargarine. Now, with the butter screws put on hard, the consumer is manifesting a livelier interest in what has been called the "poor man's butter," and there is a prospect that Congressman Burleson's bill will attract more attention.

The bill abolishes the 10-cent tax on colored oleomargarine and the quarter-cent tax on uncolored product, and substitutes a uniform 2-cent tax. In addition, special taxes are imposed on manufacturers of \$600 per year, wholesalers \$480 per year, and retailers \$48 per year. All oleomargarine must be put up in small packages, stamped and marked plainly, so there may be no doubt of its character. Such a law would certainly put an end to fraudulent marketing of oleomargarine, would increase its consumption enormously in this country and would reduce cost to consumers.

#### A Statement of the Situation.

The meat trade is vitally interested in this legislation, and the following letter to the New York Times by the Secretary of the American Meat Packers' Association sets forth the view of the trade in part:

To the Editor of The New York Times:

Your open discussion of the oleomargarine question is not only timely but it brings light upon one of the most important questions of the day. With the price of butter soaring to hitherto unknown heights, the public may be disposed to know the exact facts in the controversy between oleomargarine and butter.

Oleomargarine is a composition of animal fats, almost identical in properties with butter, fully as nutritious and wholesome and equally palatable; in fact it requires a

chemical analysis to tell one from the other. All oleomargarine is made from United States Government inspected fats under the direct personal supervision of veterinary and sanitary inspectors. It is absolutely clean in every particular and under the law must be prepared under the most absolutely clean conditions and only from disease-free fats.

Butter is practically the same thing, except that it is manufactured partially within the cow and partially in the churn, but there the comparison ends. Compare any cowshed or milking place anywhere in the country with the cleanly oleomargarine factories conducted under Government supervision. Think of the swishing of the cow's tail, the unclean condition of the milker's hands, to say nothing of the generally unsanitary condition of the farm property; realize that a very large percentage of our dairy animals are afflicted with tuberculosis and other diseases and you can see at a glance the difference between oleomargarine and butter.

Because of the intrinsic merits of oleomargarine and fearing its rapidly growing competition the dairy interest, now a practical trust, had Congress pass a law placing a tax of ten cents upon each pound of oleomargarine with the hope of taxing it out of existence. In spite of this tremendous burden it has been able to hold a goodly proportion of the trade it had already secured but without it the price of butter would come tumbling down to reasonable proportions and consumers could purchase a better product in every way at a much smaller price.

As the case stands today butter is and will be abnormally high—almost out of reach of the average consumer. A perfectly good wholesome, clean, nutritious, palatable food product is handicapped in the interest of a competing product by a law which is the most un-American statute on our books today.

If influential papers like The Times would investigate this subject thoroughly and give their readers the benefit of the information secured, the iniquitous 10-cent tax on oleomargarine would stand only long enough for Congress to repeal it.

#### RETAIL PRICES AND PROFITS.

The report made by Secretary of Agriculture Wilson of his investigation of retail meat prices in various cities of the country, and his deductions concerning retailers' profits, have aroused widespread comment in the trade. Retailers are combating Secretary Wilson's statements in many instances. The National Provisioner publishes in this issue the first of a series of statements from leading retail meat dealers concerning this question of retail meat prices and profits. It will be found in the Retail Section, on page 40.

Indicative of the changed attitude of the daily press on this oleomargarine question is the following outspoken editorial utterance of the New York Times concerning the proposed legislation. The Times says:

#### "Why Any Tax at All?"

Representative Burleson has introduced a bill repealing the tax on oleomargarine. That is excellent. But in lieu of the tax on the product Mr. Burleson would impose a tax on its manufacturers and sale—\$600 per annum to be paid by manufacturers, \$480 by wholesale dealers, and \$48 by retailers. The packages must be put up in small prints, stamped "Oleomargarine," together with the name of the manufacturer.

Why any tax at all? Butter is one of the necessities, and oleomargarine, its chemical equivalent, is not less so. Indeed, it merits the name of "the poor man's butter," since it can be produced wholesomely and sold much cheaper than the product of the dairy.

The history of the manufacture and sale of this innocent product has been that of continual fraud and legal evasion. But the greatest fraud of all is the tax laid upon it, thereby enabling the buttermaking interests to obtain a monopoly of the market. It is more than a fraud, it is a theft, to exact a tax of 10 cents a pound upon oleomargarine that has been treated with butter color, when the law permits butter to be artificially colored without a tax.

We think the unconditional repeal of all taxes upon the substitute for butter and the rigid enforcement of the provision requiring that it be stamped "Oleomargarine" on every package, would do away at once and forever with most of the humbug that has become associated with its name.

#### RUSSIAN TALLOW SUPPLY IS LESS.

In the following report from Odessa, Consul John H. Grout shows how the supply of Russian animal fats is decreasing:

In the list of Russian exports tallow once figured as a staple, if not one of the leading articles. It has now almost completely dwindled away, and for every pound of edible fat which may be occasionally exported there are many pounds imported, principally Australian. The cause of this lies in the fact that a growing population has claimed more and more land for agriculture at ever increasing rates. Owing to this there has arisen a corresponding deficiency in grazing grounds, only that land being left which is not fit for planting.

The further result of this is that the valuable fat-tail sheep are degenerating. This is regretted for the reason that their fat has been found to be one of the best food fats known. The accounts from the abattoirs in southeastern Russia, where these animals are killed for their fat and the balance of their carcasses salted, are to the effect that the amount of fat derived from each animal has decreased 8 to 18 per cent. Although 1908 was considered a poor year, the number of sheep sent to the abattoirs in 1909 is even several per cent. short of that of last year.

**GERMAN MEAT CURING METHODS.**

(Continued from last week.)

**Pickled Ham and Smoked Sausage.**

Less quantities of meats for export are pickled, as for instance boned ham. In some parts of the country about 1 per cent. molasses or sugar is used with the salting process for flavoring. These hams are mostly cooked before being pickled, but good results have been achieved by the more laborious drying process. This is done in order to improve the ham for eating raw, and also to avoid leakage during transportation.

Smoked sausage is made of fresh pork, spiced with salt and pepper. In some districts a small percentage of beef is added for improving the color, but no other ingredients are used, as such are strictly prohibited. When filled in the skin the sausage is smoked in a mean temperature for three to four weeks, and is then dried in the air. Only the winter months are adaptable for curing and smoking hams and sausages for export, but care must be taken that they are protected against frost.

**Severe Punishment for the Use of Deleterious Substances.**

Consul Talbot J. Albert of Brunswick states that sausage is the only meat exported from that German district to the United States. The following are the methods used in the curing of meats:

There is no particular method of salting or curing followed for hams not intended for home consumption. No deleterious substances, such as boracic acid or other chemicals are used. The German inspection laws, especially in regard to hams and all hog products are so strict that their adulteration would be immediately detected, the products confiscated and the manufacturer severely punished.

If a manufacturer in Germany undertook to supply customers in America with hams preserved by boracic acid or other chemicals, it would be difficult for him to fix the foreign consumption, and hams would be left on his hands which he could not possibly sell in Germany without exposing himself to punishment for violation of law. The ingredients used in the curing of hams are salt, saltpeter and pepper. The quantity of these ingredients and the method employed are business secrets difficult to ascertain.

The declared value of sausage exported from this district to the United States during 1908 was \$10,167. The principal kind exported was Braunschweiger Fettdarm Cervelatwurst, called in the United States bologna sausage. The ingredients used in its manufacture are salt, saltpeter, a small quantity of sugar and white pepper.

**Pickling and Smoking of Hams.**

Consul-General Robert P. Skinner of Hamburg states that ham is the only prepared meat exported from that district, and that it is treated as follows:

After the raw hams have been carefully rubbed with common salt, usually that produced in the salt works at Lüneburg, they are placed in a tub filled with salt brine, remaining from 18 to 22 days. This brine consists of a solution of Lüneburg salt and nitrate of potash in a proportion of 150 to 4. The specific gravity of the lye is usually ascertained by means of an areometer (Baumé system), a scale for soaps and lyes, which should fluctuate between 18 degs. and 23 degs. B.

After the hams are taken from this pickle they are hung up in a cool drying loft, where, owing to the nitrate absorbed in the pickling lye, the meat assumes a reddish color. After the dry-loft cure of three to four weeks' duration the hams are hung up in the smoke room, where they are smoked 24 to 48 hours, after which they are ready for consumption or shipment.

The smoke is produced from oak and birch sawdust and chips, mixed with a little wood of the same kind. As the smoke rooms are

(Continued on page 23.)

**MEMORIAL TO DR. SENNER.**

A bronze memorial tablet has been erected in the Columbarium at Fresh Pond, L. I., to perpetuate the memory of the late Dr. J. H. Senner, formerly editor of The National Provisioner and President of the Food Trade Publishing Company. The tablet was unveiled on Saturday, December 11, with appropriate exercises under the auspices of the Senner Memorial Committee, which consists of numerous friends and admirers of the deceased. Included in the representation were many of the prominent German and Austrian societies of New York. The tablet not only refers to the editorial and

**THE SENNER MEMORIAL TABLET.**

scholarly achievements of Dr. Senner, but gives prominence to the great work he accomplished as Commissioner of Immigration at New York City. Perhaps no commissioner did more to facilitate the entrance of immigrants into this country than Dr. Senner.

There were memorial addresses by Professor A. Jacobi, Dr. M. P. E. Groszman and Mr. Otto Hubach. In addition to a string quartette Dr. Kurt E. Richter officiated at the organ. The memorial addresses paid tribute to the memory of the deceased in glowing eulogies, and references were freely made to his many accomplishments during an active and useful life.

The accompanying illustration shows the tablet, which also includes a splendid portrait of Dr. Senner. It is the work of the Leland Company and is considered one of the finest pieces of bronze in this part of the country.

**TARIFF BOARD AND MEAT EXPORTS.**

Reference was made in a recent issue of The National Provisioner to the presence of President Taft's Tariff Board in Chicago at the time of the International Stock Show. This board, created by the new tariff law to aid the President in tariff matters, looked into both livestock and meat packing matters thoroughly while in Chicago, and it is said returned to Washington strengthened in its determination to do everything possible to aid American meat interests in securing fair treatment from foreign countries for their exports. Concerning the impression gained from the Chicago visit the Washington correspondent of the New York Journal of Commerce says:

It is increasingly plain that much of the work of the State Department in dealing with the various foreign countries will be largely concerned with the establishment of conditions more favorable to our foods and meats abroad. Both the German Commission which went abroad on tariff business at the time the German treaty was first blocked out under the Roosevelt administration and the French Tariff Commission which was sent last summer spent much time on this phase of the subject and brought back recommendations with respect to the unsatisfactory conditions prevailing in Germany and France.

Mr. Sanders, who is now a member of the Tariff Board has been particularly desirous of doing something to help the cattle industry and the packing business to overcome the obstacles under which the trade labors owing to the attitude of foreigners on questions connected with the exportation of meat and meat food products from the United States.

Negotiations with Germany on the general situation are progressing favorably and of late there has been a distinct increase in the positiveness with which the favorable outcome of the negotiations is predicted by government officials, most of them now forecasting the obtaining by us of absolutely all of the German minimum duties. This, however, leaves open the question of foods and meats and it is anticipated there will be considerably more difficulty in securing the assent of the German government to the programme which is being mapped out on that topic.

The negotiations with France are considered to be developing less favorably and those with Canada are arousing probably less anxiety than any of the others, owing to the apparently inefficient attitude that has been assumed by the Canadians with reference to the question of tariff discrimination by the United States.

**MONEY IN EIGHT-CENT HOGS.**

No animal on the farm is better adapted to turning good feed quickly into marketable meat than the hog, and none can better repay, from a market standpoint, a discriminating system of feeding. This is particularly true as to first costs, for the hog is by nature planned to utilize the least expensive feeds, and will manufacture into toothsome pork much that might otherwise be reckoned of little value, if not waste. In any phase of farm economy the hog is a feature, and his proper feeding has in innumerable instances been the factor that kept a farm's profit on the right side of the ledger. —From Coburn's "Swine in America."

Watch page 48 for business openings and chances to make good investments.



## DECREASE OF MEAT EXPORTS

Official figures showing exports of meat and dairy products for the month of November, and for the eleven months of the year, as compiled by the Bureau of Statistics of the Department of Commerce & Labor, indicate that our meat export trade is still far below the level of past years. The total value of November exports was the smallest of any month for many years, with the single exception of the month preceding it, October. For the eleven months the total export valuation was 23 millions less than in 1908, 42 millions below 1907, 52 millions less than 1906, and also the smallest for many years.

For November canned beef exports were somewhat in excess of those of a year ago, but everything else showed a decrease, including  $4\frac{1}{2}$  million pounds less fresh beef, 4 million pounds less bacon, 2 million pounds less pork, 9 million pounds less lard, etc. For the eleven months the decrease was in every item, including lard, 90 million pounds less; pork 62 million pounds less; fresh beef, 52 million pounds less; bacon, 43 million pounds less; oleo and natural lard, 28 million pounds less; hams and shoulders, 19 million pounds less; tallow, 17 million pounds less.

Detailed figures showing exports of meat products and meat animals for the month and for the eleven months, compared to similar periods of last year, are as follows:

**Cattle.**—November, 1908, 16,278 head, value \$1,506,407; November, 1909, 13,632 head, value \$1,277,908. For eleven months ending November, 1908, 235,538 head, value \$21,713,710; same period, 1909, 150,959 head, value \$13,840,371.

**Hogs.**—November, 1908, 1,036 head, value \$6,226; November, 1909, 53 head, value \$776. For eleven months ending November, 1908, 26,827 head, value \$235,867; same period, 1909, 10,809 head, value \$65,415.

**Sheep.**—November, 1908, 4,328 head, value \$24,838; November, 1909, 2,867 head, value \$11,368. For eleven months ending November, 1908, 90,991 head, value \$534,223; same period, 1909, 43,399 head, value \$207,767.

**Beef, Canned.**—November, 1908, 1,927,650 pounds, value \$229,203; November, 1909, 2,051,475 pounds, value \$232,655. For eleven months ending November, 1908, 15,703,698 pounds, value \$1,696,279; same period, 1909, 14,062,415 pounds, value \$1,554,266.

**Beef, Fresh.**—November, 1908, 10,801,122 pounds, value \$1,069,739; November, 1909, 6,317,544 pounds, value \$640,019. For eleven months ending November, 1908, 141,630,893 pounds, value \$14,458,280; same period, 1909, 85,981,927 pounds, value \$8,812,198.

**Beef, Salted or Pickled.**—November, 1908, 3,390,628 pounds, value \$263,388; November, 1909, 3,014,704 pounds, value \$221,290. For eleven months ending November, 1908, 39,438,542 pounds, value \$2,926,607; same period, 1909, 39,659,584 pounds, value \$2,983,510.

**Tallow.**—November, 1908, 2,789,270 pounds, value \$151,774; November, 1909, 1,731,016 pounds, value \$102,048. For eleven months ending November, 1908, 65,278,868 pounds, value \$3,676,120; same period, 1909, 47,912,498 pounds, value \$2,719,412.

**Bacon.**—November, 1908, 19,723,240 pounds, value \$2,113,914; November, 1909, 16,060,666 pounds, value \$1,875,179. For eleven months ending November, 1908, 235,635,729 pounds, value \$24,638,008; same period, 1909, 192,841,701 pounds, value \$20,917,299.

**Hams and Shoulders, Cured.**—November, 1908, 14,982,187 pounds, value \$1,070,053; November, 1909, 14,284,730 pounds, value \$1,649,205. For eleven months ending November, 1908, 197,677,113 pounds, value \$21,828,732; same period, 1909, 177,253,903 pounds, value \$19,720,183.

**Pork, Fresh and Salted or Pickled.**—November, 1908, 4,583,982 pounds, value \$410,312; November, 1909, 2,365,609 pounds, value \$241,322. For eleven months ending November, 1908, 102,464,435 pounds, value \$8,928,089; same period, 1909, 39,748,980 pounds, value \$3,688,492.

**Lard.**—November, 1908, 35,166,389 pounds, value \$3,475,853; November, 1909, 26,772,199 pounds, value \$3,024,851. For eleven months ending November, 1908, 502,239,280 pounds, value \$45,900,519; same period, 1909, 412,529,383 pounds, value \$43,337,773.

**Oleo Oil and Neutral Lard.**—November, 1908, 9,898,381 pounds, value \$1,058,300; November, 1909, 9,520,786 pounds, value \$1,096,988. For eleven months ending November, 1908, 180,300,819 pounds, value \$17,564,517; same period, 1909, 153,680,040 pounds, value \$16,529,422.

**Oleomargarine.**—November, 1908, 238,429 pounds, value \$24,330; November, 1909, 240,954 pounds, value \$23,662. For eleven months ending November, 1908, 2,372,298 pounds, value \$237,960; same period, 1909, 2,737,570 pounds, value \$272,026.

**Butter.**—November, 1908, 286,969 pounds, value \$61,269; November, 1909, 183,929 pounds, value \$47,530. For eleven months ending November, 1908, 7,986,024 pounds, value \$1,672,419; same period, 1909, 2,272,034 pounds, value \$531,422.

**Total Meat and Dairy Products.**—November, 1908, value \$10,606,382; November, 1909, value \$9,180,919. For eleven months ending November, 1908, value \$144,667,090; same period, 1909, value \$121,466,972.

**Total Meat Animals.**—November, 1908, value \$1,537,471; November, 1909, value \$1,290,042. For eleven months ending November, 1908, value \$22,483,800; same period, 1909, value \$14,113,553.

### GERMAN MEAT SITUATION CRITICAL.

The meat situation in Germany grows more critical as time passes, and is coming to be quite as much a subject of wide public discussion as in the United States at the present time. Scarcity of supplies in Germany is aggravated by the government policy of shutting out foreign meats to benefit the Agrarian monopoly. Trade and consuming interests want this boycott lifted, but the Agrarian politicians are fighting bitterly against any letting down of the bars. They use the timeworn and ridiculous bogie of "danger to public health" as an argument against admitting American meats. When the Germans can clear their own reputation in that regard it will be time to attack American meat inspection, now the most thorough in the world.

The approach of the time when a new general tariff arrangement must be made between the two countries is renewing discussion of the meat question in Germany. The Agrarians are terribly afraid that in the new deal some benefits will accrue to American meat exporters. In the Conservative Party convention at Berlin Count Schwerin-Loewitz, one of the most prominent Agrarian members of the Reichstag, took a strong ground against Germany's making concessions on American meats in order to secure the Payne minimum rates.

"The higher duties in the new American tariff," he said, "are especially unfavorable to Germany, but German agriculture is practically unconcerned about the question whether the German conventional tariff shall be again accorded Americans without something equivalent in the way of concessions because of the fear which has arisen in agricultural circles that the Imperial Govern-

ment might make the prohibition of American meat imports—adopted for the protection of the health of our people and today more necessary than ever—the subject of commercial treaty negotiations. This fear I regard as unfounded in view of certain information which has been conveyed to me.

"Such a thing I would expect even less from the present Chancellor than from his predecessor. He values too highly the interests of our public health, and is too just toward our German livestock growers to do such a thing. Moreover, the Chancellor knows too well the sentiments of the country and the great majority of the Reichstag."

Discussing the increased price of meat in the Saxon Diet on Wednesday, Herr Koch, a Radical member, said that dear meat meant dear bread and high prices for everything else in the way of food. He added that German agriculture, which was protected by high tariffs, was unable to supply sufficient beef to feed the population, which as a result was underfed. He demanded that the embargo on American and Danish cattle be raised.

Count von Vitzthum d'Echstadt, the Premier, denied that the cost of beefs and sheep on the hoof was higher, and said that if the dressed meat had increased in price the fact was due to the action of the middlemen and the close combination maintained among the butchers. In some instances, he said, the city slaughter houses which received hogs had raised the price of pork because of the increased cost of feed. To admit American meat more freely, the Premier thought, would be to throw away the last trump card held by Germany in its trade relations with the United States.

### DETROIT PACKERS PROSPEROUS.

There is a movement among meat packing concerns at Detroit, Mich., to induce the railroads to give that center a daily livestock market, instead of confining it to two or three days a week, as at present. They argue that Detroit is growing rapidly and the demand for meat is much larger than ever before.

Hammond, Standish & Company, which is enlarging its plant, is a strong advocate of the daily market. The firm has three buyers continually at work and will pay good prices for all grades any time they arrive. The company prefers to buy hogs as it needs them, from day to day, instead of having to secure a week's supply in two days and be at the expense of keeping the stock as at present.

The Nagle Packing Company, of New York, has established a branch in the local yards and is slaughtering all the sheep, lambs and calves it can buy. The firm wants good stuff; will pay the price for it and maintains buyers at the yards all the time. Parker, Webb & Co. is moving into a new plant which, when completed, will be as fine as anything in the East and the company will be ready soon to handle all grades of livestock. The company is not handling cattle at present but will do so by Feb. 1.

The Sullivan Packing Company, Michigan Beef Company, Newton Beef Company and many others are steady buyers of good cattle, sheep, lambs and calves and will be represented at the yards.

## TRADE GLEANINGS

The Corn Belt Packing Company's plant at Fort Dodge, Ia., has been destroyed by fire.

Wolfstein & Company's tannery plant at Cincinnati, O., has been partially destroyed by fire.

The Plankinton Packing Company's beef house at Milwaukee, Wis., has been damaged by fire.

The Home Mixture Fertilizer Company, Columbus, Ga., will establish a branch plant at Cuthbert, Ga.

The Summit City soap works, Fort Wayne, Ind., are erecting a new addition to its plant on Glasgow avenue.

The Port Arthur Export Company, Port Arthur, Tex., contemplates the erection of a cottonseed oil mill.

The United States Leather Company has purchased a site near McDowell, Va., upon which a tannery will be erected.

The Richmond & Bond Company will rebuild its cottonseed oil mill recently destroyed by fire at Hickman, Ky.

O. M. Boyd & Company, Gastonia, N. C., will engage in the wholesale grain and provision business on January 1.

The Central Manufacturing Company, Lockland, O., has removed its general offices from Cincinnati to the factory at Lockland.

It is reported that the United States Leather Company contemplates the establishment of a tanning plant at Asheville, N. C.

The Armour Leather Company, a Maine corporation, has been incorporated under the laws of Illinois with a capital stock of \$25,000.

The Arey Oil & Fertilizer Company, Salisbury, N. C., organized by D. L. Arey, W. B. Strachan and others, will erect a three-press cotton oil mill.

The North Georgia Fertilizer Company, Atlanta, Ga., will establish a fertilizer factory at Rome, Ga., with a daily capacity of 40 tons.

The Crescent Poultry Farm Company, Des Moines, Ia., has been incorporated with a capital stock of \$10,000 by L. V. Foy and Frank Foy.

E. Coffyn, C. E. Sheets and I. S. Roberts have incorporated the Olds Soap and Chemical Company of Indianapolis, Ind., with a capital stock of \$15,000.

D. W. Ebaugh and associates, of Greenville, S. C., have purchased the Arthur Rylander plantation at Americus, Ga., on which a cottonseed oil mill will be erected.

The Virginia Live Stock Sales Company, Petersburg, Va., has been incorporated with a capital stock of \$50,000 by J. H. Patterson and S. H. Turner.

A. H. Weller, L. C. Hill, of Harlingen, Tex., and Blalack & Tucker, Brownsville, are interested in the organization of a company to establish a cottonseed oil mill and ice plant.

The Atlantic Southern Kemical Company, Greensboro, N. C., has been incorporated with a capital stock of \$200,000 by J. K. McInhenryn, G. S. Valentine and C. E. Ravens.

Moran & Company, San Francisco, Cal., have leased the property on which their packinghouse is situated for a term of ten years. They will rebuild and remodel their plant.

J. Feld, R. Feld and M. Feld have incorporated the Joseph Feld Company, Lodi Township, N. J., with a capital stock of \$10,000, to conduct a wholesale and retail meat business.

The Dixie Chemical and Mining Company, Columbus, Ga., has been incorporated to establish a plant for manufacturing fertilizer. F. A. Phillips, M. F. Thompson, Jr., and T. E. Clardy are the incorporators.

The Burckhardt Company, Cincinnati, O., has been incorporated with a capital stock of \$600,000 to manufacture soap. H. W. Burckhardt, B. Peurrung, John Brenner and C. J. Rentz are the incorporators.

### PACKERS' ASSOCIATION MEMBERSHIP.

The membership of the American Meat Packers' Association continues to grow with the growth of the industry and with the realization of the value of membership in the association, both by packers and curers, and by those concerns and individuals affiliated with the trade. In a bulletin this week Secretary McCarthy of the association announces the following additions to the membership roll:

Active.—Griggs Packing Company, Roanoke, Va.; Gunn's Limited, Toronto, Ont., Canada; Luer Brothers, Alton, Ill.; Layton Company, Milwaukee, Wis.; C. E. Nease Packing Co., New York, N. Y.; Urbana Packing Company, Urbana, Ohio; Reiland Packing Company, Grand Rapids, Wis.; M. Uhlmann & Company, Chicago, Ill.; H. H. Hinkle, Guadalajara, Mexico; Zehner Bros. Packing Co., Toledo, Ohio.

Associate.—Z. J. Bergeron, Toledo, Ohio; Davidson & Weil, Produce Exchange, New York; Friedman Manufacturing Co., Chicago, Ill.; Jones Cold Store Door Co., Hagerstown, Md.; Stedman Foundry & Mach. Works, Aurora, Ind.; Taber Pump Company, Buffalo, N. Y.; Thomas-Albright Company, Goshen, Ind.; Carbondale Machine Company, Chicago, Ill.; Schwartz & Company, Chicago, Ill.; General Vehicle Company, Long Island City, N. Y.

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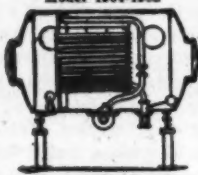
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untried material are unnecessary. "Wasatch" Mastic has been used for 12 years—and every customer well pleased. If you are in the market for the ideal floor, either for new or old building, write us for quotation sheet No. 312. Refer also to our advertisement in all issues of The National Provisioner for October, 1909.

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HUBERT CHILIS, Vice President.

JULIUS A. MAY, Treasurer.

OTTO V. SCHRECK, Secretary.

PAUL I. ALDRICH, Editor.

### GENERAL OFFICES

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## A BUREAU OF HEALTH

In his first annual message to Congress President Taft refers as follows to the plan for a government Bureau of Health:

There seems to be no reason why all the bureaus and offices in the general government which have to do with the public health or subjects akin thereto should not be united in a bureau to be called the "Bureau of Public Health."

Such an institution of the Federal government has long been needed. There has been too much diversity of opinion and effort among government officials whose work brought them into touch with questions affecting the public health, particularly in food matters. The lack of a bureau with clearly defined jurisdiction and competently officered to handle such food questions has been responsible for much of the disturbance which has recently marked public food discussion.

Through lack of such a bureau the handling

of many food matters fell into the hands of an agricultural chemist with an itch for notoriety and a talent for obtaining it, but otherwise manifestly unfit to handle such important problems. We presume if the President's recommendation is adopted by Congress this man will be a candidate for the head of such bureau, and that he will have powerful support for the place, despite his unenviable record as a scientist.

In one particular the President's recommendation for the reference to the new bureau of all subjects akin to public health should not apply, and that is in regard to meat inspection. This is a matter of vital importance as affecting the public health, but there are powerful reasons why it should remain within the jurisdiction of the Bureau of Animal Industry of the Department of Agriculture. The first is that by reason of its equipment and experience in the handling of livestock questions the Bureau of Animal Industry is the best qualified, and indeed the only logical authority for the supervision of the manufacture and marketing of meat food products. The second is that three years of experience have proved the integrity and efficiency of the bureau's meat inspection service beyond question, and in the face of the bitterest attacks on it both at home and from abroad by those who for selfish reasons sought to discredit it.

There is no reason to suppose that the President or his advisers contemplate the inclusion of meat inspection in the scope of work of the new Bureau of Health. Any who do hold such a view may and should be made to alter their opinions by a presentation of the situation as it actually exists.

## BUTTER INTERESTS BUSY

Butter lobbyists are early on the ground in Washington to start their campaign to continue the legal monopoly of the market given them by the Federal oleo tax law. That notorious butter lobbyist, ex-Governor Hoard of Wisconsin, headed a delegation which called on the President last week to protest against any reduction of the oleo tax and to urge a recommendation in the President's message for amendments to the law making the boycott against oleo more rather than less severe. It was noticed, however, that the President did not make such recommendation in his message to Congress.

Butter interests are piling up petitions at Washington against a repeal or reduction of the 10-cent oleo tax. Their workers are on the ground trying to "line up" Congressmen. Meanwhile what is being done by those who favor a fair deal for oleomargarine? The consumer, perhaps most vitally interested at this time because of the drain

on his pocketbook by the butter monopoly, cannot have direct representation in this fight, but his interests are those of the livestock man, the packer, the retail butcher and the cotton oil man, all of whom are vitally concerned in the outcome of this winter's proposed legislation. What are these interests doing to offset the slick work of veteran butter lobbyists of the Hoard stripe?

## ONE WAY TO GET TRADE

Americans will read with mingled feelings of the methods adopted by officials of the Mexican National Packing Company to stimulate trade and get into the good graces of the consuming public of Mexico City. This company, in which powerful Mexican Government officials are stockholders, though the president and directing spirit is an American, has a government monopoly of the slaughtering privileges at the Mexican capital.

But in spite of this advantage, the company apparently finds it necessary to boom business. It therefore started out recently by giving away thousands of pounds of meat to the poor of Mexico City. This was followed some weeks ago by the free distribution of 100 sewing machines at the company's retail market in Mexico City. These machines were given away to customers who won lucky numbers in a drawing, and the report says that "the satisfaction and joy of these people was quite evident, and they all expressed their gratitude to the company and to Mr. —, the initiator of these drawings."

Why shouldn't they? Imagine an American packer giving away sewing machines to draw trade! But imagine also—if you can stretch your imagination so far—an American packer with a Government monopoly to slaughter meat, and Government officials for partners! Why shouldn't he?

## BUTCHER TURNS TABLES

Retail butchers who were born and brought up in the trade and are experts at the business generally resent the competition of grocers who add meat departments to their stores, employ inexperienced help, etc. They believe the grocer should "stick to his last," sell groceries and staples, and leave fresh meats to the butcher who understands them. But it has remained for a Utica, N. Y., butcher to turn the tables on the grocers by adding a grocery department to his meat market. He runs two markets in his city, and in one of them this week he has added a well-stocked grocery department. If the grocer knows how to cut and sell meat, it would certainly appear that the butcher might intelligently measure out sugar and weigh out tea and dispense groceries generally.

# PRACTICAL POINTS FOR THE TRADE

## FUEL IN A RENDERING PLANT.

In a communication received from a Western provision concern occurs the following:

Editor The National Provisioner:

We are thinking about rendering lard and suet, commencing on a small scale, and we write you to ask how we can ascertain which will be the most practicable fuel to use. We will probably start out with 90 or 120-gallon kettles, and we are thinking of using a triple gas burner with a water jacket under the kettle. However, we are not certain whether this is the most practicable, efficient and economical method. We would like to avoid the use of steam if possible.

The rendering of fats other than with steam is going back to old-fashioned methods. There are today, however, packers who will maintain that lard rendered over a coal fire has a better flavor than lard rendered under steam pressure, either direct or as applied to a jacketed kettle. In using coal, gas or oil direct, care must be taken not to get too great a heat, and the contents must be kept moving in the kettle. In any case, the contents should be constantly agitated. Almost any butchers' supply house would gladly give all the information necessary to the best handling of fats in this manner, and also supply the necessary apparatus.

There is no reason why, as suggested, a triple gas burner under a water-jacketed kettle should not prove satisfactory, though perhaps rather an expensive method as regards fuel, or, rather, the price of gas. A little carbonate of soda will help whiten the lard. Care must be taken not to burn the contents; in a water-jacketed kettle, however, this is hardly possible. Hash or cut the fat up as small as possible and keep out all material likely to discolor or decompose the product. Skim off all impurities as they arise, and when the fat is rendered settle with salt, to precipitate the suspended tissue and heavier impurities.

## PUFFED HAMS AND FERMENTATION.

The puffed-ham question answered on this page in a recent issue brought out from a young pucker (with an old head) the question of fermentation, or as he described it heat and moisture, two conditions on which a packer must always keep close tab.

Fermentation is explained as follows by a chemist who ought to know: "When cer-

tain compound substances, derived chiefly from plants and animals, are exposed to the action of air and water at a given temperature they undergo decomposition, which, when involving the formation of useful products, is generally known as fermentation, but when resulting in the production of useless and ill-favored bodies is distinguished as putrefaction. These changes all agree in having a peculiar self-sustaining and contagion-like character. The true nature of these processes is not yet thoroughly understood. But careful investigation has shown that in by far the largest number of cases we may recognize the presence of living organisms. The substances most disposed to putrefaction are certain compounds rich in nitrogen, contained largely in flesh, blood, cheese, milk, white of egg, gelatine and other animal products. These bodies require only the presence of water, and free access of air at the commencement, to induce in them a process of decomposition."

Another authority in part says: "Albumen, fibrin and caseine, as well as gelatinous tissues, mucus, etc., which, when exposed to moderately heated air in a moist condition, more or less rapidly begin to putrefy or decompose. These substances which spontaneously pass into a state of change, are called ferments, and when they are brought in contact with sugar, etc., which otherwise would not be altered, they cause the latter to be broken up into simpler compounds; it is this process that constitutes fermentation. The ferment is always a body which has the power of rotting or becoming putrid, and is actually in a state of decomposition."

## SOAKING DRY SALT MEATS.

The following inquiry has been received from a concern which cures all its meats in dry salt:

Editor The National Provisioner:

Can you tell us how long hams and shoulders which have been cured in dry salt should be soaked in water before going into the smokehouse? What should the temperature of the water be? We have had some complaint of our joints, which are all dry salt. They usually remain in salt from 5 to 6 weeks.

In the first place, it is a mistake to cure hams and shoulders in dry salt, unless rough shoulders for domestic trade. The export

demand is for dry salt stuff, as a rule. Perhaps the meats are pumped too much and the stuff kept in salt too long.

Ordinarily properly handled dry salt-cured meats should be soaked as follows in water about 65 degs. Fahr.: In the winter time, 30 to 40 days old, 1 hour; 40 to 50 days, 2 hours; 50 to 60 days, 3 hours; 60 to 70 days, 4 hours; 70 to 80 days, 5 hours; 80 to 90 days, 6 hours. In summer, 30 to 40 days, ½ hour; 40 to 50 days, 1 hour; 50 to 60 days, 2 hours; 60 to 70 days, 3 hours; 70 to 80 days, 4 hours; 80 to 90 days, 5 hours.

Have soaking vats nearly full of water when starting to put meats in, and keep the hose running into the vat all the time you are filling it with meat. Wash the meats thoroughly and drain well before putting on the fire in the smokehouses. Clean meats up well and have as dry as possible before smoking. Frequently meats are over-pumped with too strong pumping pickle. Otherwise meats out of dry salt, properly soaked and washed, come out of smoke satisfactorily.

## TO TEST SALTPETER.

A packer asks the following question:

Editor The National Provisioner:

Will you please advise us as to the best way to test saltpeter for purity and strength?

The saltpeter most largely used in the trade in this country is potassium nitrate. The best and most accurate test for purity and strength is, of course, a chemical test in the laboratory. If a chemist is not available or you cannot afford such a test, you can test the saltpeter for its physical impurities by dissolving in water. Dirt or other impurities of that character will thus be discovered. Saltpeter may also be tested for impurities by tasting it. If it has a noticeably bitter taste it contains magnesium, which is a dangerous impurity, and the saltpeter should be rejected. The only satisfactory test for strength is a chemical analysis. However, the saltpeter sold to the trade in this country by reputable firms, such as the leading supply houses, is generally found to be all right in purity and strength.

Want a good position? Watch the "Wanted" page for the chances offered there.

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Morris & Co.,	-	-	-	7 "	American Glue Co.,	-	-	-	7 "
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## FOR PURCHASING DEPARTMENTS

### BRECHT'S STEAM COOKING BOX.

The Brecht Butchers Supply Company reports a strong demand for its steam cooking boxes. It has sold a great many of these throughout the country, and as they give universal satisfaction the demand is increasing. As an indication of the satisfaction with which they are having by purchasers they quote the following letter from Henry Lohrey, of Pittsburgh:

Brecht Butchers Supply Company, St. Louis, Mo. Gentlemen: The steam cooking box purchased from you in September has given us entire satisfaction. It does not require as much steam and does the work in less time with better results.

We therefore recommend this cooking box and think it is a good investment for anyone who may have use for it.

Yours truly,

HENRY LOHREY.

Other users of this steam cooking box at Pittsburgh are the following: William Zoller Company, Rea & Company and Fried & Reineman.

### HIGH PRICED MEATS.

The meat price question, on everybody's tongue these days, is discussed as follows by the Cincinnati Butchers' Supply Company:

"The scarcity of cattle and hogs has advanced prices to a height that very few expected. This makes business dull with packers; they do not care to carry a large supply of high priced meats. The market men also report slow sales. The majority of

their customers cannot afford to buy as much meat as they would like to eat. To make both ends meet, the meat men are compelled to economize. Dull business gives them the time to better investigate machines and fixtures which they need in their business to make money. The 'Boss' machines and 'Beauty' fixtures of The Cincinnati Butchers' Supply Company because of their merits have become strong favorites, and their manufacturers will be pleased to hear from butchers and packers that are in need of anything in their line."

### "BUFFALO" MEAT CHOPPERS ABROAD.

The latest export shipment made by John E. Smith's Sons Co., Buffalo, N. Y., is one of their Buffalo meat choppers to Danzas & Co., Paris, France. The butchers throughout the world are rapidly being educated to use the latest improved money-making sausage machines. The Buffalo machines are used not only in this country by all the largest packers, but in almost every country throughout the world, and if butchers who

are not already using these machines would once give one a trial the makers believe they would find it to their interest to use them.

### ALL PRICES ARE TOO HIGH.

In a recent issue a manufacturing magazine published the views of prominent men and concerns in all lines as to business conditions and the outlook for the coming year. One of the opinions given most prominence was that of the C. Klinek Packing Company, of Buffalo, N. Y. These well-known packers, speaking of the general business situation, said:

"We earnestly believe that there has been too much booming, so to speak, and almost everything has reached a fictitious value. In our opinion, prices in general are too high and we believe that such conditions cannot continue for any great length of time. We also think that it will be the means of bringing on a reaction or panic sooner than if more conservative measures were employed."

Watch page 48 for business opportunities and chances to get good positions.

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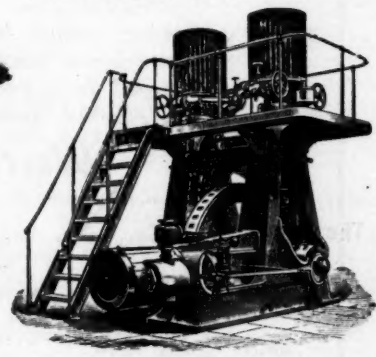
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# ICE AND REFRIGERATION

## NEW CORPORATIONS.

Norfolk, Va.—The Ideal Ice Cream Company has been incorporated with a capital stock of \$10,000 by R. Buchanan and H. A. Snell.

Toronto, Canada.—The People's Ice Manufacturing Company has been organized by J. P. Murray, D. C. Richard and D. A. Brown. A plant having a capacity of 150 tons daily will be erected.

Enid, Okla.—C. T. Weber, J. Hill, of Wichita, Kans., and W. A. Graves, of Enid, have organized a company to establish an ice plant. The company will be known as the Arctic Ice and Refrigerating Company and will have a capital stock of \$100,000.

Paterson, N. J.—The Paterson Refrigerating and Warehouse Company has been incorporated with a capital stock of \$300,000 by H. W. Griswold, Albany, N. Y.; F. Fay, New York City; J. M. Coven, R. H. Fordyce, A. Smith and W. R. Hudson of Paterson.

## ICE NOTES.

Jonesboro, Ark.—G. L. Maddy will establish a creamery plant here.

Houston, Tex.—The Heights Ice Company has purchased machinery for a 30-ton ice plant.

Fall River, Mass.—Two large ice houses belonging to A. M. Reed have been destroyed by fire.

Bowling Green, Ky.—R. W. Lynch contemplates the construction of an ice and cold storage plant.

Saginaw, Mich.—A large creamery plant is to be erected here having an immense weekly butter capacity.

Augusta, Ga.—The cooling tower of the Interstate Ice and Fuel Company's plant has been damaged by fire.

Athens, Tenn.—The Athens Ice and Cold Storage Company will install machinery to manufacture ice cream.

Roxbury, Mass.—The plant of the Boston Ice Cream Company has been destroyed by fire with a loss of \$17,000.

Augusta, Ga.—The Interstate Ice and Fuel Company, Columbia, S. C., will rebuild portion of plant recently burned.

Glasgow, Ia.—The Glasgow Creamery Co.'s plant, which was sold at auction, has been purchased by George Haughman.

Mandeville, La.—The Mandeville Electric Light and Ice Co., is preparing to erect its plant commencing at an early date.

Kansas City, Mo.—J. E. Chandler has purchased a piece of property on which a large creamery plant is to be erected.

Charleston, Mo.—The Southeast Missouri Ice Light and Power Company will commence the rebuilding of its burned plant.

Louisville, Ky.—The Crescent Ice & Storage Company, recently incorporated, will commence at once the erection of its plant.



Corning, N. Y.—It is announced the Hygeia Ice Company is to pass into a new stock company controlled by the Maltby Brothers.

Donaldsonville, La.—The Ascension Ice Company, Ltd., plant has been sold at auction to the Miller Brewing Company of Milwaukee, Wis.

Harlingen, Tex.—A company is being organized here by A. H. Weller, L. C. Hill, of this city and Blalack and Tucker, of Brownsville, to establish an ice plant.

Boston, Mass.—Reuben W. Hopkins, President of the Boston Ice Company for the past seventeen years and a director of the American Ice Company, died at his home last week, aged sixty-three years.

Shelbyville, Ky.—The plant and equipment of the Glacier Ice Company, here, was sold to R. E. Lachliter, of Louisville, for \$11,000. Immediate possession of the plant was given, and the new owner is now in charge.

Atlanta, Ga.—The Crystal Ice Company, incorporated in 1905, has filed a petition with the Superior Court asking permission to wind up its affairs and cease to do business.

Sandstone, Minn.—A company is being organized here to have a capital stock of \$5,000 for the purpose of establishing a creamery.

Grand Rapids, Mich.—Directors of the Furniture City Brewing Company at a recent meeting determined to proceed with their plans for making artificial ice to be sold to the consumers of the city. The auxiliary ice-making plant at the brewery is being fitted up for this purpose and additional equipment is being purchased and installed. There will be an extra investment of \$15,000.

Lakeland, Fla.—The Lakeland Ice and Refrigerator Company, owned by Messrs. Eaton and Younge, have just closed a contract for the purchase of another twenty-ton ice plant. This will give the company a daily capacity of forty-four tons of pure ice. Just as soon as practicable they will commence the erection of a large two-story building for their factory, to take the place of the wooden structure.

## TAKE UP REFRIGERATION MATTERS.

Mr. Albert M. Read, Washington, D. C., chairman Executive Committee of the American Association of Refrigeration, announces the completion of the American sections of the five International Commissions arranged for by the International Association of Refrigeration, headquarters Paris, France. These commissions will undertake the study of questions brought up for consideration at the first congress of refrigeration held in Paris last year, and will prepare reports and recommendations on the various subjects for presentation at the second international congress of refrigeration to be held in Vienna in 1910.

The International Commissions and American members of each are as follows:

Commission on Liquefied Gases and Units—Dr. D. S. Jacobus, chairman, New York City; Gardner T. Voorhees, refrigerating engineer, New York City; Louis Block, refrigerating



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engineer, New York City; Dr. J. E. Siebel, director, Zymotechnic Institute, Chicago; N. H. Hiller, vice-president Carbondale Machine Co., Carbondale, Pa.; Dr. Charles E. Lucke, Columbia University, New York City.

Commission on Methods of Testing Refrigerating Machinery and Insulating Material—John E. Starr, chairman, Starr Engineering Company, New York City; P. D. C. Ball, president Ice and Cold Machine Company, St. Louis, Mo.; George H. Stoddard, manager Quincy Market Storage and Warehouse Company, Boston, Mass.; Henry Torrance, Jr., Carbondale Machine Company, New York City; R. H. Tait, Tait-Nordmeyer Engineering Company, St. Louis, Mo.; Conrad H. Young, secretary Armstrong Cork Company, New York City.

Commission on General Application of Refrigeration—H. C. Gardner, chairman, Swift & Company, Chicago; Louis Doelling, De La Vergne Machine Company, New York City; Madison Cooper, refrigerating engineer, Watertown, New York; Ezra Frick, Frick Company, Waynesboro, Pa.; A. Ruemmeli, president Ruemmeli-Dawley Manufacturing Company, St. Louis, Mo.; Dr. Mary E. Pennington, Bureau of Chemistry, U. S. Department of Agriculture, Philadelphia, Pa.

Commission on Railway and Steamship Refrigeration—E. O. McCormick, chairman, assistant traffic director Union-Southern System, Chicago; J. M. Culp, vice-president Southern Railway, Washington, D. C.; W. D. Biddle, vice-president Chicago, Rock Island Pacific R. R., Chicago; Carl Howe, manager N. Y. C. Fast Freight Lines, Buffalo, N. Y.; G. Harold Powell, U. S. Department of Agriculture, Washington, D. C.; E. F. McPike, secretary, agent Railroad Refrigerator Service Bureau, I. C. R. R., Chicago.

Commission on Legislation—W. H. Gibson, chairman, president F. C. Linde Company, New York City; Walter C. Reid, secretary American Warehousemen's Association, New York City; H. W. Bahrenburg, president Mountain Ice Company, Hoboken, N. J.; Emerson Carey, president Hutchinson Ice and Cold Storage Company, Hutchinson, Kan.; Charles L. Case, Boston Terminal Refrigerating Company, Boston, Mass.; J. F. Nickerson, Ice and Refrigeration, Chicago.

The Committee on Papers and Lectures of the American Association of Refrigeration is now at work on the preparation of papers to be presented at the second international congress of refrigeration in Vienna, Sept. 29 to Oct. 3, 1910. The committee is as follows: Gardner T. Voorhees, chairman, Engineers' Club, 32 West 40th street, New York City; Dr. D. S. Jacobus, New York City; John E. Starr, New York City; Henry Torrance, Jr.,

## Henry Vogt Machine Co.

### LOUISVILLE, KY.

## Ice and Refrigerating Machinery and Boilers

New York City; F. W. Pillsbury, Chicago; G. Harold Powell, Washington, D. C.; J. F. Nickerson, Chicago. Anyone desiring to prepare a paper on any subject pertaining to refrigeration for presentation at the Vienna congress is invited to communicate with the chairman of the above committee.

Announcement is made that the American Meat Packers' Association, Mr. Charles Rohe, president, and Mr. George L. McCarthy, secretary, has become a donating member of the the American Association of Refrigeration. Mr. Rohe, of Rohe & Bro., New York City, has been elected vice-president of the American Association of Refrigeration and Mr. McCarthy, of The National Provisioner, a member of the Advisory Committee.

### GERMAN MEAT-CURING METHODS.

(Continued from page 16.)

closed tightly by means of iron doors the fire smoulders, developing much smoke. Smoked hams which are intended to be eaten without being cooked, a food particularly popular in Germany, are treated as above, except that they remain hung up in the smoke room six weeks or longer.

### Pickled, Smoked and Cooked Beef a Specialty.

Hamburger rauchfleisch (pickled, smoked and cooked beef) is a specialty of this place, and is almost exclusively shipped to foreign countries on small private orders. The curing process this meat undergoes is the same as the one described above.

In preparing smoked sausages the fresh meat before being packed into the casings is mixed with salt, pepper, nitrate of potash

and a little sugar. To 100 pounds of meat about 4 pounds of salt,  $\frac{1}{2}$  pound of pepper one 1 teaspoonful each of nitrate and sugar are used. The freshly stuffed sausages are then hung up in the drying lofts for two weeks or longer; thereupon they are smoked three or four days. Sausages smoked on farms or in butcheries remain longer in drying loft and smoke, as the smoke is less effective in indifferently constructed smoke-houses than in the plants of well-equipped packinghouses.

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BOSTON, 120 Milk St., Chas. P. Duffee.  
BUFFALO, Keystone Warehouse Co., 638 Washington St., Frank Bausch.  
CHICAGO, 329 N. Clark St., F. C. Schapper.  
CINCINNATI, The Burger Bros. Co.  
CLEVELAND, Cleveland Storage Co., Henry Bollinger.  
DETROIT, Riverside Storage & Cartage Co., Ltd., Newman Brothers, Inc.  
FORT WORTH, Texas Mfg. Co.  
HAVANA, Champlon & Pascual.  
HOUSTON, Texas Warehouse Co.  
INDIANAPOLIS, R. E. Kramig & Co.  
JACKSONVILLE, St. Elmo, W. Acosta.  
KANSAS CITY, Co-Operative Land & Mercantile Co.  
LIVERPOOL, Peter R. McGuire & Son.  
LOS ANGELES, United Iron Works.  
LOUISVILLE, Louisville Public Warehouse Co.  
MILWAUKEE, Central Warehouse.  
MEXICO, D. F., Ernst O. Heinsdorf.  
NEWARK, F. W. Munn Livery Co., Brewers' & Bottlers' Supply Co.  
NEW ORLEANS, Finlay, Dicks & Co., Ltd.  
NEW YORK, Roessler & Hasslacher Chemical Co.  
NORFOLK, Nottingham & Wrenn Co.  
PHILADELPHIA, Henry Bower Chemical Mfg. Co.  
PITTSBURGH, Pennsylvania Transfer Co., Ltd., Mueller & Kusen.  
PROVIDENCE, Rhode Island Warehouse Co.  
ST. LOUIS, McPheeters Warehouse Co., Pilabry-Becker Engineering & Supply Co.  
SAVANNAH, Benton Transfer Co.  
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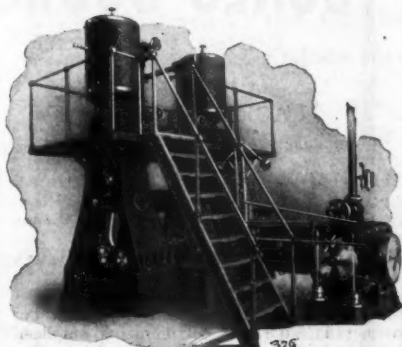
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are generally packed in barrels, each ham being sewed up in a linen covering. If the goods are destined for tropical countries, or if they must cross the tropical zone, every single piece of meat is furthermore hermetically closed in a plaster packing.

## Curing of Raw and Cooked Hams.

Vice-Consul James L. A. Burrell of Magdeburg states that hams cured in that part of Prussia are exported to Switzerland, Hungary and Bohemia, and are cured as follows:

In curing raw hams, the bone is left in the hame, and it is placed in a brine which is so strong that a potato floats on the surface, and to which a small amount of saltpeter is added, in order to give the meat the desired red color. The ham lies in the brine for three weeks, after which it is hung for a day in the open air. It is then smoked two weeks, sawdust of beech wood being used, as imparting the best flavor.

For cooked hams the bone is removed and the ham placed in the same sort of brine as described above, where it remains one week, and is then smoked for two days, without being hung in the air. It is then put in a boiler, where it is allowed to draw, not boil, for three hours. This ham must be consumed soon, as it readily dries.

## How the German Sausage Is Made.

Sausage in Germany is made of chopped meat and fat, liver, lung, heart, brain, rind of bacon, often with the addition of spices, salt, saltpeter, grits, bread crumbs, rice, raisins, etc., filled in intestines, stomachs and bladders. Most sausage is made of pork, although beef, horse and mule meat, mutton, goose and game liver, and sometimes even fowls, fish and crabs are used.

There are raw-meat sausages which are only smoked; cooked sausages; cooked meat sausages; bratwuerste, which are fried in a pan or broiled; bruehwuerste, which are

smoked and then boiled for a short time before eating, and frankfurter and wiener wuerste, which are well known in the United States.

## ILLNESS OF MAJOR CARSON.

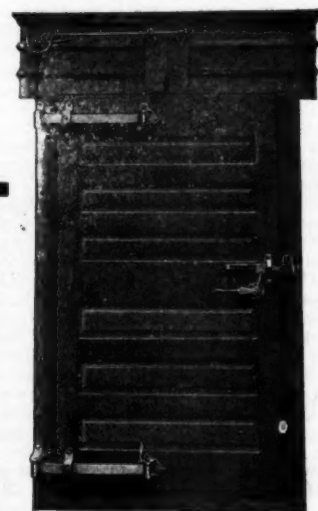
The trade has learned with regret of the sudden illness of Major John M. Carson, Chief of the Bureau of Manufactures at Washington, an official who has interested himself so earnestly in the development of foreign markets for American products and in every movement that would benefit the trade. Major Carson was operated on at a Washington hospital last Saturday and was reported as having recuperated well. He will be confined to his bed for a number of weeks, however.

## MID-WEEK PROVISION REVIEW.

(Special Letter to The National Provisioner from L. J. Schwabacher & Co.)

Chicago, Dec. 15.—The provision pit lately reminded the old trader of the early eighties, when the whole civilized world was interested in the daily fluctuations of the Chicago market. The outsider certainly has been very successful, and has made large profits by his foresight in buying January and May product steadily ever since Oct. 1, and although we are getting better runs of hogs the past few days, the consumption is still up to the production and the cellars are as bare as they were on Nov. 1. We cannot expect any good permanent reaction until we can satisfy the hunger of the eating world, as stuff is all eaten up fresh and nothing being accumulated for future needs, as we have done in former winter seasons.

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# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the bbl. except lard which is quoted by the cwt. in tcs., pork and beef by the bbl. or tierce and hogs by the cwt.

### Market Excited—Prices at New High Levels—Big Covering of Shorts—Market Reacts on Heavier Hog Movement—Stocks Still Small.

The provision market during the week has been marked by violent fluctuations and at times heavy trading. There was a very rapid advance at the opening of the week to new high levels. The advance was very largely due to the stampede of shorts in the market to cover owing to the very disappointing movement of hogs. Week after week has passed by with no increase in the receipts, and no accumulation in the stocks. When the shorts endeavored to cover there was nothing for sale excepting at advancing prices.

After the most urgent demand has been filled prices showed reactionary tendency and broke sharply on Tuesday and Wednesday as the result of a much larger movement of hogs than has been seen this season so far. The demand for the hogs was excellent, however, and the product market steadied at the reaction. The heavy movement was looked upon simply as a little spurt in the receipts brought about by the extremely high prices.

The average price of hogs last week was \$8.43, which is the highest average of the season, and reflects the tremendous decrease in the supply compared with last year. The highest prices were at the close of the week, and the very high level of the market was apparently the temptation for the heavier movement. The average price for Saturday was \$8.55. With the larger receipts of hogs this week there has been a decrease in the price.

The total receipts of hogs at the six Western points for the week were only 291,000 against 364,000 the preceding week, and 530,000 for the corresponding week last year. These figures emphasize the situation better than can be done by a description of the market situation. The average price for last week was \$3.09 in excess of the average price for the nine years previous for the corresponding week. This is an advance of over 50 per cent. in the values, and the prevailing prices have seldom been seen, excepting for very limited periods. The price for the corresponding time last year was \$5.60, so that the present quotation is over 50 per cent. above that of a year ago.

While the price of hogs has been so much in excess of last year, the price of product is equally high. December lard is about  $4\frac{1}{2}$ ¢ over a year ago, or 50 per cent. The price of ribs is nearly 50 per cent. over last year, and the price of January pork is about \$6 over a year ago.

The effect of the high prices on the distribution of product of course is to restrict the demand to the smallest possible proportions, but the requirements of the country are so urgent that the demand seems to be adequate for the supply. What is really needed is a gain in the movement of hogs, not for a week or a month, but for a prolonged period which will be of sufficient volume to really bring the price of hogs down to an average and to result in accumulation of stocks.

The movement of cattle this year has been in excess of last year nearly all the fall, and the movement of sheep has also been very

liberal. As a result the price of cattle is only a little over a year ago.

The exports of hog products reflects the influence of the very high prices for hogs and for product. The shipments for the past week were under 7,000,000 pounds of pork, bacon and hams, and just a little over 6,000,000 pounds of lard. The decrease in the exports of meats since November 1 have been just about 25 per cent. and the decrease in the exports of lard has been nearly 50 per cent. of the entire movement.

The statistics on the export movement for the month of November issued by the Department of Commerce and Labor show a heavy falling off in the export movement. The number of cattle exported for the month was 13,632, compared with 16,278 last year, and the exports for the eleven months ended with November were only 150,959 against 235,528 the previous year. The exports of hogs and sheep showed a corresponding decrease for the month. Exports of hogs for the eleven months were barely 40 per cent. of the total for last year, and the total of sheep less than half. The exports of beef products, however, have been on a much better scale than the exports of cattle. On the other hand the falling off in the exports of hog products has been really remarkable.

The total shipments of pork for the eleven months were of bacon, 192,841,701 pounds, against 235,635,729 pounds last year. The exports of hams and shoulders were 177,253,903 pounds, against 197,677,133. The exports of lard for the eleven months were 412,529,383, against 502,239,280 last year.

These figures are excessive in the showing

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of the effect on the export trade of the domestic situation in the supply of meats. The general opinion among provision interests appears to be that the situation is likely to remain a very strained one for a considerable period. Of course the supply of cattle and sheep has been fairly good during the fall, but the supply of hogs has been so deficient that it has resulted in the maintaining of very high prices for all kinds of foodstuffs. The rapid advance in the price of feedstuffs, particularly corn, the past ten days has added to the feeding values of corn, and is another factor of importance not to be lightly considered in the supply situation.

**PORK.**—The market is very firm with offerings still very small and production light. Mess is quoted at \$25@25.25; clear, \$25@27.50, and family, \$26@27.

**LARD.**—The market is very firm with prices firm on the light supplies and light output. City steam lard, \$13.75@13.87½; Western, \$14, and Middle West, \$13.90@14; Continent, \$14.25; South American, \$15; Brazil, kegs, \$16; compound, 10¼@10½c.

**BEEF.**—The market is quiet and firm. Quotations: Family, \$15@15.50; mess, \$11@11.50; extra India mess, \$21@23.

SEE PAGE 29 FOR FRIDAY'S MARKETS.

#### EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to Wednesday, Dec. 15, 1909, were as follows:

**BACON.**—Antwerp, Belgium, 28,350 lbs.; Bristol, England, 45,475 lbs.; Colon, Panama, 11,784 lbs.; Demerara, British Guiana, 8,875 lbs.; Drontheim, Norway, 31,198 lbs.; Genoa, Italy, 16,275 lbs.; Glasgow, Scotland, 116,928 lbs.; Hango, Russia, 125,809 lbs.; Hull, England, 208,608 lbs.; Havana, Cuba, 15,511 lbs.; Jamaica, W. I., 1,761 lbs.; Liverpool, England, 761,891 lbs.; London, England, 21,000 lbs.; Manchester, England, 36,585 lbs.; Matanzas, Cuba, 21,040 lbs.; Nuevitas, Cuba, 27,009 lbs.; Rio Janeiro, Brazil, 1,220 lbs.; Santiago, Cuba, 23,779 lbs.; Stockholm, Sweden, 31,868 lbs.

**HAMS.**—Bristol, England, 2,800 lbs.; Barbados, W. I., 931 lbs.; Barcelona, Spain, 5,640 lbs.; Cadiz, Spain, 2,319 lbs.; Colon, Panama, 15,654 lbs.; Curacao, Leeward Islands, 1,174 lbs.; Carupano, Venezuela, 1,174 lbs.; Ciudad Bolivar, Venezuela, 1,730 lbs.; Dominica, W. I., 10,894 lbs.; Demerara, British Guiana, 6,943 lbs.; Glasgow, Scotland, 318,656 lbs.; Hull, England, 179,585 lbs.; Havana, Cuba, 15,749 lbs.; Jamaica, W. I., 14,140 lbs.; Liverpool, England, 1,465,611 lbs.; London, Eng-

land, 166,588 lbs.; Martinique, W. I., 10,898 lbs.; Matanzas, Cuba, 10,541 lbs.; Nuevitas, Cuba, 11,598 lbs.; Nassau, W. I., 8,310 lbs.; Port au Prince, W. I., 9,469 lbs.; Port Limon, C. R., 2,060 lbs.; St. Thomas, W. I., 8,712 lbs.; Southampton, England, 38,466 lbs.; Santiago, Cuba, 15,008 lbs.; Trinidad, W. I., 34,348 lbs.; Vera Cruz, Mexico, 6,262 lbs.

**LARD.**—Aberdeen, Scotland, 17,129 lbs.; Antwerp, Belgium, 201,830 lbs.; Barbados, W. I., 1,824 lbs.; Bristol, England, 422,800 lbs.; Buenaventura, Colombia, 3,174 lbs.; Ciudad Bolivar, Venezuela, 21,565 lbs.; Carupano, Venezuela, 1,668 lbs.; Callao, Peru, 5,037 lbs.; Cadiz, Spain, 13,200 lbs.; Cayenne, French Guiana, 9,000 lbs.; Cardiff, Wales, 42,000 lbs.; Copenhagen, Denmark, 278,056 lbs.; Christiania, Norway, 35,000 lbs.; Curacao, Leeward Islands, 1,668 lbs.; Colon, Panama, 16,597 lbs.; Demerara, British Guiana, 3,200 lbs.; Dominica, W. I., 13,157 lbs.; Dantzic, Germany, 7,880 lbs.; Gothenberg, Sweden, 130,264 lbs.; Genoa, Italy, 2,205 lbs.; Guayaquil, Ecuador, 800 lbs.; Glasgow, Scotland, 173,490 lbs.; Hamburg, Germany, 10,404 lbs.

(Continued on next page.)

#### EXPORTS OF PROVISIONS

Exports of hog products for the week ending Dec. 11, 1909, with comparative tables:

To—	Week Dec. 11, 1909.	Week Dec. 12, 1908.	From Nov. 1, 1909, to Date.
	1909.	1908.	
United Kingdom ..	634	905	3,650
Continent .....	250	420	1,423
So. & Cen. Am. ....	399	198	1,930
West Indies .....	999	1,492	7,208
Br. No. Am. Col. ....	300	790	888
Other countries ..	9	.....	88
<b>Total .....</b>	<b>2,581</b>	<b>3,805</b>	<b>15,152</b>
<b>MEATS, LBS.</b>			
United Kingdom ..	5,870,275	8,129,521	42,365,250
Continent .....	107,625	355,985	1,074,225
So. & Cen. Am. ....	129,775	216,225	991,325
West Indies .....	290,675	324,176	1,250,400
Br. No. Am. Col. ....	.....	6,200	27,390
Other countries ..	8,200	.....	45,000
<b>Total .....</b>	<b>6,398,550</b>	<b>9,032,107</b>	<b>46,356,590</b>
<b>LARD, LBS.</b>			
United Kingdom ..	2,471,100	5,747,847	22,599,415
Continent .....	2,968,508	7,191,600	13,303,152
So. & Cen. Am. ....	423,200	499,900	2,254,000
West Indies .....	382,300	959,292	3,785,500
Br. No. Am. Col. ....	7,100	9,100	47,850
Other countries ..	3,900	.....	234,850
<b>Total .....</b>	<b>6,273,806</b>	<b>14,407,748</b>	<b>42,525,367</b>
<b>RECAPITULATION OF THE WEEK'S EXPORTS.</b>			
	Pork, bbls.	Meats, lbs.	Lard, lbs.
New York .....	1,554	5,054,675	4,456,950
Boston .....	300	1,897,875	922,440
Philadelphia .....	.....	34,000	20,000
Baltimore .....	.....	.....	366,500
New Orleans .....	727	35,000	207,000
Newport News .....	.....	.....	150,916
Portland, Me. ....	.....	111,000	100,000
St. John .....	.....	1,236,000	50,000
<b>Total week .....</b>	<b>2,581</b>	<b>6,398,550</b>	<b>6,273,806</b>
Previous week ..	2,564	9,662,600	7,883,400
Two weeks ago ..	1,263	6,041,475	5,331,880
Cor. week last y'r	3,805	9,032,107	14,407,748

#### COMPARATIVE SUMMARY OF EXPORTS.

	From Nov. 1, 1909, to date.	Same time last year.	Decrease.
Pork, bbls. ....	3,034,400	3,561,800	531,400
Meats, lbs. ....	46,356,590	62,187,124	15,830,534
Lard, lbs. ....	42,525,367	79,110,227	36,584,860

#### OCEAN FREIGHTS.

	Liverpool, Glasgow, Hamburg, Per Ton.	Per 100 lbs.
Beef, per tierce .....	15/	10@24c.
Oil cake .....	9c.	@10c.
Bacon .....	15/	16@24c.
Lard, tierces .....	15/	16@24c.
Cheese .....	25/	@48c.
Canned meats .....	15/	16@24c.
Butter .....	25/	@48c.
Tallow .....	15/	15@22c.
Pork, per barrel .....	15/	16@24c.

#### EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to foreign ports for the week ending Saturday, Dec. 11, 1909, as shown by H. M. Schwarzschild's report, are as follows:

Steamer and Destination.	Oil		Cottonseed		Bacon		Beef.		Lard.	
	Cake.	Oil	Bbls.	Cheese	Hams.	Tallow.	Pkgs.	Pork.	Tcs.	Pkgs.
Baltic, Liverpool .....	376	.....	158	2942	55	72	128	1154	2655	.....
Carpathia, Liverpool .....	1002	.....	70	353	.....	.....	.....	.....	.....	.....
Lusitania, Liverpool .....	.....	.....	.....	1062	.....	.....	.....	5	397	.....
*Minnehaha, London .....	1625	1250	.....	246	.....	.....	.....	100	90	2708
Adriatic, Southampton .....	.....	.....	.....	195	.....	.....	.....	.....	500	.....
*New York, Southampton .....	.....	.....	.....	342	.....	.....	.....	.....	152	450
Martello, Hull .....	.....	.....	.....	866	.....	25	38	575	2235	.....
Chicago City, Bristol .....	.....	.....	.....	30	.....	50	.....	.....	1800	.....
*Caledonia, Glasgow .....	.....	.....	.....	762	.....	137	5	100	364	.....
Graf Waldersee, Hamburg .....	.....	100	.....	.....	.....	285	.....	1550	3900	.....
Uranium, Hamburg .....	.....	50	.....	.....	.....	.....	.....	.....	.....	.....
Uranium, Rotterdam .....	4572	.....	.....	.....	.....	.....	.....	.....	.....	.....
Kronland, Antwerp .....	4812	.....	.....	55	150	32	200	100	3830	.....
Hellig Olav, Baltic .....	.....	454	.....	125	.....	401	25	750	1100	.....
Rhein, Bremen .....	.....	.....	.....	.....	.....	195	.....	.....	100	.....
Germania, Marseilles .....	500	625	.....	.....	.....	25	.....	50	.....	.....
Athinai, Mediterranean .....	.....	295	.....	.....	12	.....	.....	.....	100	.....
Italia, Mediterranean .....	.....	287	.....	.....	.....	.....	.....	.....	.....	.....
Louisiana, Mediterranean .....	.....	.....	.....	50	.....	.....	.....	.....	.....	.....
Argentina, Mediterranean .....	.....	826	.....	.....	.....	.....	.....	.....	.....	.....
Moltke, Mediterranean .....	.....	125	.....	25	.....	.....	.....	35	112	.....
<b>Total .....</b>	<b>12787</b>	<b>4012</b>	<b>228</b>	<b>7064</b>	<b>217</b>	<b>1202</b>	<b>501</b>	<b>4953</b>	<b>19854</b>	<b>19854</b>
Last week .....	32444	3425	375	5222	65	896	451	5479	28324	28324
Same time in 1908 .....	19601	17726	814	7652	255	1044	1412	10225	68020	68020

\*Cargo estimated by steamship company.

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# TALLOW, STEARINE, GREASE and SOAP

## WEEKLY REVIEW

**TALLOW.**—The tallow market has been a very quiet affair during the week with an undertone of heaviness. The demand has been slow and the requirements have apparently been small or very easily satisfied with small purchases. On Wednesday there was a little better tone in the market due to the strength of the London cables. The auction sale at London showed a better demand and higher prices. Out of 1,270 casks offered at the sale 800 were sold, at an average price of 34s. 9d., against 33s. 6d. the previous week.

The advance in the market abroad, however, does not mean much in the way of export trade. The actual exports of tallow during the month of November were only 1,731,016 pounds, against 2,789,270 pounds last year. For the eleven months the exports have been only 47,912,498 pounds, against 65,278,868 pounds the preceding year. This big falling off in the export movement is the result of the very high domestic prices. The demand for tallow has been for export largely in small lots, and of special qualities or for special ports.

The situation as to the supply of tallow is somewhat uncertain. The demand for stearine and oleo oil has been very active this fall and the tremendous consumption of both products in compound lard and in butterine has caused a very heavy demand for tallow, which has properly had more to do with the situation than any other factor. The demand in this respect is still good. The compound business, while locally a little quiet, continues very liberal throughout the country. Prices are still 3½c. to possibly 4c. under the price of lard, and the great discount of butterine under the price of butter results in enormous output of the butterine.

The supply of cattle at the West has been very satisfactory compared with the supply of hogs. The receipts last week at the six leading points were 213,000, only 5,000 less than the preceding week, but 25,000 more than the corresponding week last year. The movement has been in excess of last year over a considerable period, but the great scarcity of hogs and hog fats and the tremendous demand for tallow products has resulted in such a great demand for tallow that there has been an insufficient supply obtainable.

The demand for ordinary uses for tallow has been very much restricted by the price, and therefore the supply available for the other purposes has been correspondingly increased.

Quotations are: City, 6½c.; spot country, 6¼@6½c.; special, 7½@7¼c. in tierces; edible, nom. Weekly contracts were on the basis of 6½c.

**OLEO STEARINE.**—The situation in the stearine market shows a very firm undertone. There has been a moderate business. The consumption, however, continues very liberal

and supplies are being so steadily absorbed that there is very little available stock on the market. There has been a hardening in values as a result of the recent improvement in the compound market. The near deliveries are a little more valuable than next month, due the scarcity of supplies and the large consumption which is steadily going on.

Some small sales have been made early in the week at 16½c. up to 16¾c., and as high as 17c. is quoted at the West. The situation continues a very steady one, and until there is some material let-up in the demand for compound lard the consumption of stearine is certain to be very large.

The middle of the week the local market was quoted up to 18 for small lots and sales were reported later as high as 19c.

### SEE PAGE 39 FOR FRIDAY'S MARKETS.

**LARD OIL.**—The market is strong with prices affected by the advance in lard and the small output. Prices are quoted \$1.22@1.25.

**COCOANUT OIL.**—The market is strong and higher on strong and higher primary markets. Cables report spot supplies well cleaned up and practically nothing offering for shipment this side of January-March. The demand abroad has been active for edible purposes and there has been excellent American consumption. Quotations in New York City of Ceylon, spot, 9c.; do., shipments, 9¼c.; Cochin, spot, 9¾@10c.; do., shipments, 9¼@9½c.

**PALM OIL.**—The market is firm and higher owing to the general strength of oils, advance in foreign tallow market and moderate volume of offerings. Palm kernel oil is very firm with good demand. Prices in New York are, for prime red spot, 6½@6¾c.; do., to arrive, 6¾@6½c.; Lagos, spot, 6¼@6½c.; do., to arrive, 6½@6¾c. Palm kernels, spot, 8¼@8½c.

**CORN OIL.**—Prices are very firm with other oil, but trade is quiet. Quoted at \$6.40@6.50.

**NEATSFOOT OIL.**—The market continues very firm with fair sales. For 20 cold test, 92@94c.; 30 do., 88c.; 40 do., water white, 75@77c.; prime, 70c.; low grade off yellow, 60c.

**OLEO OIL.**—The market is active with a good domestic trade at full prices. Foreign demand is quiet. Rotterdam quoted 88 florins asked. New York quotes 15½c. for extra.

**LARD STEARINE.**—The market is quiet with prices firm at 13¾c.

**GREASE.**—The market is firmer with better interest shown and fair business. Quotations in New York: Yellow, 6¼@6½c.; bone, 5½@6¼c. nom.; house, 6@6½c.; "B" and "A" white, 6¾@7¾c.

**GREASE STEARINE.**—Prices steady with demand rather quiet. Quotations: Yellow, 6½@6¾c., and white at 7@7½c.

## EXPORTS OF HOG PRODUCTS.

(Continued from preceding page.)

Havana, Cuba, 181,871 lbs.; Hull, England, 216,340 lbs.; Iquitos, Peru, 62,335 lbs.; Jamaica, W. I., 6,124 lbs.; Koenigsberg, Germany, 44,500 lbs.; Kolding, Denmark, 31,233 lbs.; Liverpool, England, 768,661 lbs.; Leith, Scotland, 87,150 lbs.; London, England, 423,516 lbs.; La Paz, Brazil, 10,000 lbs.; Martinique, W. I., 1,200 lbs.; Manchester, England, 164,959 lbs.; Matanzas, Cuba, 85,506 lbs.; Malmö, Sweden, 30,491 lbs.; Nuevitas, Cuba, 71,939 lbs.; Nassau, W. I., 12,891 lbs.; Newcastle, England, 2,800 lbs.; Naples, Italy, 17,453 lbs.; Port au Prince, W. I., 53,457 lbs.; Port Limon, C. R., 2,278 lbs.; Rotterdam, Holland, 495,609 lbs.; Riga, Russia, 41,211 lbs.; St. Johns, N. F., 4,000 lbs.; St. Thomas, W. I., 6,497 lbs.; Savanilla, Colombia, 11,200 lbs.; Stavanger, Norway, 15,015 lbs.; Stettin, Germany, 347,549 lbs.; Southampton, England, 63,000 lbs.; Santiago, Cuba, 32,710 lbs.; Tunis, Algeria, 19,250 lbs.; Trinidad, W. I., 32,391 lbs.; Valparaiso, Chile, 4,472 lbs.; Vera Cruz, Mexico, 4,263 lbs.; West Hartlepool, England, 210,369 lbs.

**LARD OIL.**—Callao, Peru, 250 gals.; Delagoa Bay, Africa, 56,665 gals.; Hamburg, Germany, 60 bbls.; Mazatlan, Mexico, 514 gals.; Port au Prince, W. I., 500 gals.; Vienna, Austria, 15 bbls.

**PORK.**—Barbados, W. I., 70 bbls.; Cape Town, Africa, 23 bbls.; Colon, Panama, 10 bbls.; Cayenne, French Guiana, 6 bbls.; Dominica, W. I., 13 bbls.; Demerara, British Guiana, 187 bbls., 10 tes.; Glasgow, Scotland, 150 bbls.; Jamaica, W. I., 107 bbls.; London, England, 75 bbls.; Martinique, W. I., 4 bbls.; Nassau, W. I., 100 bbls.; Port au Prince, W. I., 211 bbls.; St. Johns, N. F., 5 bbls.; St. Thomas, W. I., 44 bbls.; Trinidad, W. I., 272 bbls., 20 tes.; Valparaiso, Chile, 20 bbls.

## EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to Wednesday, Dec. 15, 1909, were as follows:

**BEEF.**—Antwerp, Belgium, 12 tes., 205 bbls.; Barbados, W. I., 12 bbls.; Cristobal, Panama, 77,421 lbs.; Cayenne, French Guiana, 336 bbls.; Cape Town, Africa, 26 bbls.; Cardiff, Wales, 25 bbls., 50 tes.; Colon, Panama, 53,690 lbs., 35 bbls.; Copenhagen, Denmark, 192 bbls.; Christiansand, Norway, 100 bbls.; Christiania, Norway, 25 tes., 75 bbls.; Cardiff, Wales, 25 bbls.; Curacao, Leeward Islands, 15 bbls.; Dominica, W. I., 51 bbls.; Demerara, British Guiana, 98 bbls.; Glasgow, Scotland, 75 bbls., 110 tes.; Hamburg, Germany, 265 bbls., 65 tes.; Jamaica, W. I., 53 bbls., 15 tes.; London, England, 231,872 lbs.; Liverpool, England, 10 bbls., 330,092 lbs., 50 tes.;

# Corn Oil Cotton Oil Cocoanut Oil Palm Oil

## AND ALL SOAP MATERIALS

# WELCH, HOLME & CLARK CO.

## 383 West St., New York

Martinique, W. I., 25 bbls.; Nassau, W. I., 28 bbls.; Newcastle, England, 75 bbls.; Nuevitas, Cuba, 8 bbls.; Port Limon, C. R., 27 bbls.; Port au Prince, W. I., 51 bbls.; Rotterdam, Holland, 80 tes.; Skein, 224 bbls.; St. Thomas, W. I., 26 bbls.; St. John, N. F., 25 bbls.; Southampton, England, 700,338 lbs.; Stockholm, Sweden, 50 bbls.; Trinidad, W. I., 78 bbls., 70 tes.; Valparaiso, Chile, 40 bbls.; Valencia, Spain, 80 tes.

OLEO OIL.—Bergen, Norway, 35 tes.; Copenhagen, Denmark, 245 tes.; Christiansand, Norway, 25 tes.; Christiania, Norway, 425 tes.; Cologne, Germany, 150 tes.; Dominica, W. I., 7 tes.; Gothenberg, Sweden, 140 tes.; Hamburg, Germany, 100 tes.; London, England, 805 tes.; Liverpool, England, 70 tes.; Malmo, Sweden, 120 tes.; Manchester, England, 350 tes.; Rotterdam, Holland, 1,018 tes.; Salonicia, Italy, 25 tes.; Stavanger, Norway, 35 tes.

OLEOMARGARINE.—Barbadoes, W. I., 11,000 lbs.; Dominica, W. I., 12,700 lbs.; Jamaica, W. I., 2,000 lbs.; Martinique, W. I., 5,500 lbs.; Nassau, W. I., 1,120 lbs.; Port au Prince, W. I., 8,100 lbs.; Port Antonio, 1,900 lbs.; St. Thomas, W. I., 9,975 lbs.; Trinidad, W. I., 9,500 lbs.

TALLOW.—Callao, Peru, 7,658 lbs.; Hamburg, Germany, 53,977 lbs.; London, England, 62,243 lbs.; San Domingo, S. D., 11,692 lbs.; St. Thomas, W. I., 3,047 lbs.

TALLOW OIL.—Antwerp, Belgium, 75 tes.; Salonicia, Turkey, 25 tes.

TONGUE.—Colon, Panama, 10 bbls.; Copenhagen, Denmark, 10 bbls.; Liverpool, England, 354 bbls.; Manchester, England, 817 cs.

CANNED MEATS.—Antwerp, Belgium, 350 cs.; Amsterdam, Holland, 75 cs.; Bristol, England, 2,911 cs.; Buenos Aires, A. R., 300 cs.; Cardiff, Wales, 825 cs.; Cayenne, French Guiana, 150 pa.; Colon, Panama, 189 cs.; Callao, Peru, 79 pa.; Cape Town, Africa, 354 pa.; Curacao, Leeward Islands, 47 pa.; Dominica, W. I., 129 pa.; Demerara, British Guiana, 240 cs.; Havana, Cuba, 2,126 cs.; Hull, England, 775 pa.; Iquitos, Peru, 513 pa.; Jamaica, W. I., 514 cs.; London, England, 1,325 cs.; Liverpool, England, 871 pa.; 673 cs.; Manchester, England, 861 cs.; Mazatlan, Mexico, 30 pa.; Matanzas, Cuba, 780 cs.; Nuevitas, Cuba, 409 cs.; Nassau, W. I., 581 cs.; Port au Prince, W. I., 20 pa.; St. Thomas, W. I., 154 pa.; Southampton, England, 250 cs.; Santiago, Cuba, 57 cs.; Trinidad, W. I., 82 cs.

#### COTTONSEED CAKE IN IRELAND.

Vice-Consul Paul Knabenshue, of Belfast, in replying to an inquiry from a New York firm dealing in cattle foods, furnishes the following information regarding the Irish market for American cottonseed cake:

One of the leading feed dealers of this district on being asked what in his opinion was necessary in order to bring about an increased sale of American cottonseed cake, replied that American manufacturers should devise some improvement in the decortication, so as to produce a cake freer from the particles of lint or fiber, and particularly to make a softer cake. If this were done he said they would control the market. He added that, though the manufacturers of cottonseed cake in America find their product perfectly satisfactory for their home market, in trying to cater to the trade of Ireland they must carefully consider the characteristics and conservatism of the Irish farmers. The American manufacturer who will take these points into consideration will find a ready market for his goods in this country.

Manufacturers of cottonseed cake or linseed cake, or other cattle foods, in endeavor-

# Louisville Cotton Oil Co.



LOUISVILLE BUTTER OIL  
PROGRESS BUTTER OIL  
PROGRESS COOKING OIL  
DEAL CHOICE WHITE COOKING OIL  
ROYAL PRIME SUMMER YELLOW  
AQUA SUMMER WHITE SOAP OIL

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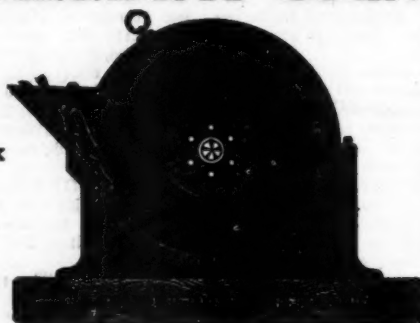
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Works, ST. LOUIS, MO. General Sales Office, Old Colony Bldg., CHICAGO

SAN FRANCISCO OFFICE, 428 Monadnock Bldg.

ing to enter this market should send samples of their goods to dealers. These samples will be subjected to chemical analysis, in accordance with the governmental regulations given above. No dealer would consider purchasing such foods without first having examined samples. Prices should be quoted, including cost, freight and insurance. Where it is possible, shipment should be made direct. There is a regular line of steamers plying between Baltimore and Belfast, as well as one from Galveston and New Orleans to Belfast.

There may be plenty of men out of employment, but a good packinghouse man need never be idle if he makes use of the "Wanted" department of The National Provisioner.

#### VALUE OF COTTONSEED PRODUCTS.

The Georgia State College of Agriculture will again this winter conduct a school for farmers and others at the college at Athens, Ga., instructing them in the merits and uses of all the products of the cottonseed. This school was very successfully inaugurated last year and was largely attended and the results were most encouraging. It runs this year from January 3d to 13th and cottonseed oil interests are urged to induce farmers and others to attend wherever possible. It will cost less than \$25 to take the course, including expenses of living. President Soule of the College is deeply interested in educating the farmers to the value of cottonseed products, and is doing a splendid work.

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By Products

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## COTTONSEED OIL

### WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Oil Mill Superintendents' Association of the United States, the Texas Cottonseed Crushers' Association, the South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Louisiana Cottonseed Crushers' Association.

**Markets Excited—Speculation Again Large—  
Prices at New High Levels—Buying  
Rather General—Crude Oil Strong—  
Stocks Light—Strength of Lard Con-  
tinues a Factor.**

The oil market developed a renewal of bullish activity during the week and almost steadily advanced making new high levels for all deliveries. There was a renewal of active speculative interest in the market, both for regular trade interests and for cotton exchange and for grain interests. The buying was so aggressive that values were carried up steadily.

A factor of influence was the strength of crude, but the crude situation seemed to be quite largely dependent on the refined. The refined market was below a parity with the asking prices for crude and this has been the condition for some time past. With every advance in the refined, however, to nearer a parity there was a corresponding advance in the crude oil.

The Government report which was published last Friday was looked upon as a very bullish report, showing the crop of only 10,088,000 bales. This report while not conclusive was heralded as a proof that the crop would be the smallest for a period of years. In fact the smallest previous crop was 10,015,000 bales in 1903. That year the output of oil, however, was 121,877,000 gallons, and the crush of seed was 3,241,000 tons. The crop of 1905, which was 10,725,000 bales, yielded a seed crop of 5,060,000 tons, of

which 3,121,000 tons were crushed, and the output was 125,700,000 gallons.

A crop this year of 10,088,000 bales could scarcely give any more seed than the crop of 1903. There is a decided difference of opinion as to how much of the seed crop will ultimately be crushed. The argument is made that there will be a larger amount of seed retained to guard against any failure in the germination of the crop next spring, and there will be a larger consumption of seed for feeding purposes, owing to the high prices of feed stuffs. Of course the price of oil meal is high, but the price of corn has been relatively low this fall, and the price of oats has been decidedly low. The southern crop of corn was good excepting in the southwest.

On the other hand the argument is put forward very generally that the very high price for seed this season, will bring out a much larger proportion of the seed than usual for crushing, and that the total crush will be proportionately increased. Whether this argument is correct or not, the fact remains that this condition is not evidenced by the position of crude oil, nor the offerings of crude.

The demand for oil continues to still be almost exclusively for edible purposes. The consumption for compound purposes is large, but for other purposes the consumption is comparatively moderate. As repeatedly stated the price is above the soap making basis, and the use of oil for ordinary cheap oil purposes. The consumption, however, for compound lard and for edible purposes has been very heavy indeed. The

foreign demand, however, has been rather disappointing for compound lard, notwithstanding the high price of the pure lard. This condition has been due to the very high prices and the tremendous home consumption. This immense consumption at home of edible fats is reflected in the small exports of other edible oils. The shipments of oleo oil and neutral lard for the past eleven months have been 153,680,000 pounds against 180,300,000 pounds the preceding year.

The position of the lard market has also been another factor of great importance. Lard advanced to new high levels the opening of the week and this was responsible for a good deal of the speculative buying which developed at the opening of the week. The reaction in lard, following upon the increase in the movement of hogs, did not have a corresponding effect on the oil market, although it possibly did result in some profit taking, but the demand was so aggressive that prices were easily carried through higher levels.

The position of the market is apparently a very firm one, just as long as the price of crude is maintained on the one hand and the price of compound lard and of pure lard is maintained on the other. There is also a very active demand for other edible purposes due to the high price of all edible fats.

Any weakening in the price of crude oil would be a factor which would undoubtedly precipitate a good deal of speculative selling, as it is believed that there is quite an important line of speculative oil held through the future market. On the other hand, the increase in the movement of hogs which was

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Atlanta, 1895.  
Paris, 1900. Buffalo, 1901.  
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St. Louis, 1904.

# KENTUCKY REFINING COMPANY

INCORPORATED 1885

## COTTON SEED OIL

**SNOWFLAKE—Choice Summer White Deodorized Oil**

**WHITE DAISY—Prime Summer White Deodorized Oil**

**DELMONICO—Choice Summer Yellow Oil**

**APEX—Prime Summer Yellow Oil**

**BUTTERCUP—Deodorized Summer Yellow Oil**

**NONPAREIL—Choice Winter Yellow Salad Oil**

**ECLIPSE—Choice Butter Oil**

**REFINERY AND GENERAL OFFICE, LOUISVILLE, KY.** CABLE ADDRESS "Refinery" Louisville, U.S.A.

quite a factor in the lard market, will, if continued, be a very serious influence in the oil situation.

A movement of hogs sufficiently large to bring about any material increase in the supply of hog fats, and a decline in lard prices would be very influential. Whether such a movement of hogs can be brought about is one of the questions which finds a great difference of opinion. The advance to 8½c. for live hogs has resulted in some increase in movement during the past week, but whether such increase is the beginning of a normal winter movement or not cannot be predicted.

The market on Wednesday was the most excited and active of the week. Prices were very strong early at the highest of the season with heavy buying by commission houses on the strength of crude in all positions, active demand for compound purposes, advance in compound lard and reports of better export demand for edible oil. Crude was offered in very small lots. Late in the day the market reacted quite sharply on speculative profit taking.

Closing prices:

Saturday, Dec. 11.—Spot, \$7.04@7.12; December, \$7.07@7.12; January, \$7.12@7.13; February, \$7.18@7.23; March, \$7.28@7.29; April, \$7.30@7.35; May, \$7.35@7.36; July, \$7.42@7.43; September, \$7.40@7.47; good off, \$6.90@7.15; off, \$6.80@7.10; winter, \$7@7.00; summer, \$7.30@7.75. Sales were: December, 200, \$7.06@7.07; January, 900, \$7.09@7.13; March, 3,900, \$7.25@7.31; May, 1,100, \$7.36@7.40; July, 1,300, \$7.40@7.42. Futures closed 4 to 10 advance. Total sales, 7,400. Prime crude S. E., \$6.13.

Monday, Dec. 13.—Spot, \$7.10@7.35; December, \$7.10@7.15; January, \$7.13@7.15; February, \$7.20@7.24; March, \$7.31@7.32; April, \$7.36@7.42; May, \$7.43@7.45; July, \$7.49@7.50; September, \$7.51@7.55; good off, \$6.95@7.15; off, \$6.90@7.12; winter, \$7.10@7.80; summer, \$7.25@7.70.

Sales were: December, 200, \$7.12@7.12; January, 2,900, \$7.11@7.15; February, 100, \$7.21; March, 3,300, \$7.28@7.31; April, 200, \$7.35@7.36; May, 5,300, \$7.39@7.44; July, 3,100, \$7.45@7.50; September, 300, \$7.46@7.47. Futures closed 1 to 11 advance. Total sales, 15,400. Prime crude S. E., \$6.13.

Tuesday, Dec. 14.—Spot, \$7.25@7.50; December, \$7.20@7.22; January, \$7.20@7.21; February, \$7.24@7.30; March, \$7.33@7.34; April, \$7.37@7.40; May, \$7.43@7.44; July, \$7.50@7.51; September, \$7.40@7.55; good off, \$7@7.18; off, \$7.10@7.25; winter, \$7.35@7.75; summer, \$7.40@7.75. Sales were: December, 200, \$7.16@7.20; January, 5,900, \$7.14@7.21; March, 2,100, \$7.31@7.35; April, 100, \$7.39; May, 3,900, \$7.42@7.47; July, 2,400, \$7.51@7.53; September, 300, \$7.53. Futures closed 11 decline to 10 advance. Total sales, 15,000. Prime crude S. E., \$6.20.

Wednesday, Dec. 15.—Spot, \$7.28@7.50; De-

cember, \$7.28@7.32; January, \$7.28@7.30; February, \$7.33@7.38; March, \$7.39@7.40; April, \$7.44@7.47; May, \$7.51@7.52; July, \$7.57@7.59; September, \$7.45@7.60; good off, \$7.10@7.30; off, \$7.05@7.30; winter, \$7.35@8; summer, \$7.55@7.95. Sales were: December, 100, \$7.23; January, 2,100, \$7.22@7.27; February, 200, \$7.30; March, 2,600, \$7.35@7.40; April, 200, \$7.45; May, 5,000, \$7.45@7.52; July, 1,500, \$7.51@7.58. Futures closed 5 to 9 advance. Total sales, 11,700. Prime crude S. E., \$6.33@6.47.

Thursday, Dec. 16.—Spot, \$7.45@7.75; December, \$7.38@7.39; January, \$7.36@7.37; February, \$7.41@7.45; March, \$7.49@7.50; April, \$7.50@7.57; May, \$7.61@7.62; July, \$7.65@7.69; September, \$7.60@7.72; good off, \$7.10@7.37; off, \$7.30@7.50; winter, \$7.50@7.99; summer, \$7.50@7.99. Sales were: January, 4,400, \$7.35@7.45; March, 10,100, \$7.48@7.60; May, 7,200, \$7.62@7.67; July, 3,300, \$7.69@7.71. Total sales, 25,000. Market closed 8 to 15 advance. Prime crude S. E., \$7.40 bid, \$7.53 asked.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

### SOUTHERN MARKETS

#### Columbia.

(Special Wire to The National Provisioner.)

Columbia, S. C., Dec. 16.—Crude cottonseed oil, 48½c. bid, any shipment; some oil sold at this price the past few days; mills now holding for 50c. Meal and hull market hardly quotable.

#### Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., Dec. 16.—Crude oil, 49c. Meal, \$29@30, f. o. b. mills. Hulls, \$9.50, Atlanta, loose.

#### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Dec. 16.—Cottonseed oil

market firm; prime crude, 49c. Prime 8 per cent. meal firm at \$28.75@29. Hulls strong at \$9@9.25, loose.

#### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Dec. 16.—Crude oil excited; 48c. bid, 49c. asked. Refined oil is dull. Meal higher, \$34, long ton, ship's side. Cake, \$31.25, sacked. Hulls unchanged.

#### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Dec. 16.—Prime crude oil sold today at \$6.53 1-3, January shipment. With the exception, perhaps, of one sale two years ago at \$6.62 2-3, this is the highest crude oil has sold in Texas since the season of 1892-93. Mills for the most part are holding for \$6.66 2-3. Choice loose cake, \$30.50, f. o. b. Galveston.

### CABLE MARKETS

#### Hamburg.

(By Cable to The National Provisioner.)

Hamburg, Dec. 16.—Market is strong. Quotations: Prime summer yellow, 73½ marks; choice butter oil, 77¼ marks; choice summer white, 77 marks.

#### Rotterdam.

(By Cable to The National Provisioner.)

Rotterdam, Dec. 16.—Market is strong. Quotations: Choice summer white, 44½ florins; prime summer yellow, 42¾ florins; choice butter oil, 45¼ florins.

#### Antwerp.

(By Cable to The National Provisioner.)

Antwerp, Dec. 16.—Market is easy. Quotations: Off oil, 83½ francs.

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## COTTONSEED OIL

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### Marseilles.

(By Cable to The National Provisioner.)

Marseilles, Dec. 16.—Market is strong. Quotations: Prime summer yellow, 90 francs; prime winter yellow, 94 francs.

### Liverpool.

(By Cable to The National Provisioner.)

Liverpool, Dec. 16.—Market is strong. Quotations: Prime summer yellow, 35½s.

### COTTONSEED OIL SITUATION.

(Special Letter to The National Provisioner from Aspegren & Co.)

New York, Dec. 16.—Since our last report the market has scored an additional advance of 35 to 40 points on heavy buying. Notwithstanding the tremendous liquidations that have gone on, prices could not be checked, as buyers were eager for oil all the time. Today new high records were made. January sold \$7.45, March \$7.60, May \$7.67, July \$7.71 and September \$7.71. Crude has also scored a heavy advance, in fact the advance in this article has been greater than in refined. \$6.53 is freely bid, with rumors of sales at \$6.66, or just about 40 points above the parity for refined. The compound lard business has been tremendous on account of high prices prevailing for pure lard. Takings of oleo stearine has put that article to 18 cents bid, 18½c. asked to-day. The European and domestic butterine or oleomargarine makers have also been heavy buyers of butter oil, on account of high prices of pure butter. The conditions in all competing edible articles are so strong that cotton oil was bound to feel the effects. The wide difference between crude and refined will adjust itself when previous purchases of longs have been liquidated, and that means that refined will advance, as

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crude is scarce and demand at present greater than the supply. We quote to-day as follows: Prime summer yellow cottonseed oil, December, \$7.38; January, \$7.38; March, \$7.50; May, \$7.62; July, \$7.68; September, \$7.68. We further quote: Prime winter yellow cottonseed oil, \$7.80; prime summer white cottonseed oil, \$7.80; good off summer yellow cottonseed oil, \$7.30; off summer yellow cottonseed oil, \$7.30; Hull quotation of English cottonseed oil, 28/10½.

### COTTONSEED PRODUCTS IN SWEDEN.

Regarding the building up of a permanent and larger demand in Sweden for cottonseed cake and cottonseed oil, Special Agent Julien L. Brodø, of the Bureau of Manufactures, writes from Malmo, under date of Nov. 8, as follows:

The annual importation of commercial concentrated feedstuffs into Sweden has been steadily increasing for the past ten years. During 1908 there were imported nearly 150,000 tons. This quantity was composed mostly of oil cake from the following seeds: Arachis (peanuts), sunflower seed, linseed, rape seed and cotton seed. There were also imported some gluten seed and corn cakes.

From the figures it is found that over four times more arachis, or peanut cake, is used than cottonseed cake. The analysis of these two cakes is about the same, 55 per cent. protein and fat combined, and the price has been usually about the same, each varying, according to the conditions of its supply and demand, between \$32 and \$39 per long ton c. i. f. Swedish ports. At the same price, the preference is now for the arachis cake.

Some of the importers were under the impression that the cottonseed hulls in the cottonseed cakes are very injurious to cattle. They were shown samples of the pure hulls as taken from the cotton seed; they seemed surprised to learn that the hulls have a distinctive feed value of their own, ranking in nutritive value nearly as high as the best timothy hay, and that in America they are fed to the cattle with the cottonseed meal in the ratio of about 6 pounds of hulls to 1 pound of meal (beef cattle taking a slightly

narrower ratio and dairy cattle taking a little wider ratio) with excellent results. The Swedish experiment station was interviewed on the subject, and the directors stated that they were not opposed to the cottonseed cake on this account, and that the results obtained from feeding 2.2 pounds per day to dairy cows was satisfactory.

Just at present the price asked for American cottonseed cake is much higher than the price of the arachis cake, the difference being \$2 to \$3 per ton, so that the moment is not opportune to exploit through the papers, pamphlets, etc., the good qualities of the American product for the purpose of increasing its popularity with farmers. However, at the beginning of another season, when the prices are more equal, such an exploitation would result in killing much of the prejudice against the cottonseed cake, and in increasing the sale for it in Sweden. There should not be used here four times more arachis cake than cottonseed cake, because many times the price of the latter is lower. Yet even then the former is preferred by some farmers, who are ignorant of the excellent feeding qualities of cottonseed cake.

### Some Wise Policies to Hold Trade.

The Swedish importers do not understand why it is that the American shippers will let a foreign market for their products slip out of their hands during a season when the home market for that product happens to be higher than the foreign market. They point out, in example, their export butter trade. They say that in many seasons they can obtain in Sweden higher prices for their butter than abroad, but, nevertheless, they continue to supply their foreign customers at competitive prices. Otherwise, the following season, when perhaps they would badly need this foreign trade, they would find it strongly entrenched in the hands of their foreign competitors.

The uncertainty of the cottonseed cake market is one of the objections, the importers state, they have to dealing in it. The customers they find for it one season they may not be able to supply the next on account of prohibitive prices caused by a strong demand in the United States; and,

**SCIENTIFIC**

**OIL MILL MACHINERY**

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ESTABLISHED 1878

**SPRINGFIELD, OHIO, U. S. A.**

consequently, these customers find suitable substitutes and continue to use them. Another objection raised was that the cottonseed cake does not come on the market here until in December, which is after the feeding has been under way a number of weeks, whereas the arachis cake can be had much earlier.

Soya bean meal is used to some extent, but the statistics available do not show the extent of its importation. The butter industry in Sweden is important. There are about 30,000 tons of butter annually exported. The butter enjoys a good name in foreign markets, and the Swedish farmers are particular to see that this is not impaired. The expert butter tasters report that butter made from the milk of cows which had been fed the soya bean meal had a bitter taste, and for that reason could not be graded as first class. The usual dairy ration contains one kilo (2.2 pounds) of a concentrated feed, but the director of the experiment station at Akarp states that from his experiments he found it was not safe to feed over one-half kilo of the soya bean meal to dairy cows for fear of giving the butter a bitter taste. This will necessitate the farmers using one-half kilo of some other concentrated feed, which is troublesome, and again there is always the danger of exceeding the half-kilo limit of the soya bean meal. For this reason it is thought that this meal will not be popular in Sweden. These facts are being published in Swedish, Danish and Norwegian papers.

#### Vegetable Oil Imports Into Sweden.

There are annually imported into Sweden about 14,000 barrels of cottonseed oil. Nearly all of this is used by the margarin factories, of which there are seven. The following shows the quantities of the various vegetable oils, in barrels of 53 gallons each, imported into Sweden in 1908: Arachis (peanut), 2,175 barrels; cocconut, 14,455 barrels; corn, 22,930 barrels; cottonseed, 14,300 barrels; linseed, 1,140 barrels; olive, 200 barrels; palm, 4,910 barrels; rape seed, 200 barrels; sesame, 6,000 barrels; various, 8,000 barrels; total, 74,370 barrels.

The article (mentioned in the writer's last report from Norway) showing how an increase in quantity and an improvement in quality of the butter from a given supply of milk could be effected by a slight addition of cottonseed oil, was shown to the director of the experiment station at Akarp. He has agreed to make an experiment along these lines to verify the result. Ten liters (10½ liquid quarts) of choice butter oil will be sent him for this purpose. The officials of the dairy associations said they would be glad to recommend the use of the cottonseed oil in the manner mentioned if the test met with the approval of the experiment station. They say that their butter is very soft, and if it can be made firmer and be made to preserve better without injuring the taste or quality, it will mean much to the dairy interests. The report of the director, if favorable, will be published in the leading dairy papers of Sweden. If the method is adopted it will mean a decidedly increased outlet for American cottonseed oil in Sweden.

### COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported up to Dec. 15, 1909, and for the period since Sept. 1, 1909, and for the same period 1908-9, were as follows:

From New York.				
Port.	For week.	Since Sept. 1, 1909.	Same period, 1908-9.	
Aalesund, Norway	—	50	30	
Acajutla, Salvador	—	13	40	
Alexandria, Egypt	—	516	733	
Algiers, Algeria	—	748	1,617	
Algoa Bay, Cape Colony	—	60	232	
Amapola, Honduras	—	57	—	
Amsterdam, Holland	—	—	50	
Ancona, Italy	—	706	740	
Antigua, West Indies	—	—	51	
Antwerp, Belgium	50	485	560	
Auckland, New Zealand	11	124	135	
Bahia, Brazil	—	35	—	
Barbados, W. I.	11	472	512	
Bari, Italy	—	—	25	
Beira, E. Africa	—	32	—	

Beirut, Syria	—	—	118	
Belfast, Ireland	—	25	45	
Belize, Br. Honduras	—	—	124	
Bergen, Norway	25	30	150	
Bissao, Portuguese Guinea	—	—	5	
Bombay, India	—	7	—	
Bordeaux, France	—	59	915	
Bralla, Roumania	—	340	141	
Bremen, Germany	—	—	115	
Bridgetown, W. I.	—	—	28	
Bristol, England	—	—	75	
Buenos Aires, Arg. Rep.	145	1,233	2,487	
Calcutta, India	—	9	—	
Cairo, Egypt	24	24	—	
Callao, Peru	—	—	5	
Cape Town, Cape Colony	28	322	86	
Cardiff, Wales	—	—	10	
Cartagena, Colombia	—	—	4	
Carupano, Venezuela	—	4	26	
Cayenne, Fr. Guiana	18	215	116	
Christiania, Norway	454	1,534	550	
Christiansand, Norway	—	—	50	
Cienfuegos, Cuba	—	51	88	
Ciudad Bolivar, Venezuela	5	28	80	
Colon, Panama	26	736	582	
Constantinople, Turkey	—	6,020	11,953	
Copenhagen, Denmark	—	480	310	
Corinto, Nicaragua	—	—	8	
Cork, Ireland	—	100	—	
Cristobal, Panama	—	3	—	
Curacao, Leeward Islands	—	28	—	
Dantzig, Germany	100	280	100	
Dedeagatch, Turkey	25	325	593	
Delagoa Bay, E. Africa	—	18	32	
Demerara, Br. Guiana	85	707	844	
Drontheim, Norway	50	50	50	
Dublin, Ireland	—	1,674	1,650	
Dominica, W. I.	77	77	—	
Dunkirk, France	—	200	115	
E. London, Cape Colony	—	—	39	
Galata, Roumania	—	2,617	2,591	
Genoa, Italy	100	7,324	10,576	
Gibara, Cuba	—	—	7	
Gibraltar, Spain	—	125	100	
Glasgow, Scotland	200	1,300	825	
Gothenberg, Sweden	—	600	200	
Grenada, W. Indies	—	—	11	
Guadeloupe, W. I.	—	932	939	
Guantanamo, Cuba	—	40	70	
Halifax, N. S.	—	—	24	
Hamburg, Germany	150	1,300	4,537	
Hango, Russia	—	—	20	
Havana, Cuba	76	1,298	343	
Havre, France	—	2,675	6,004	
Helsingfors, Finland	10	10	20	
Hull, England	100	355	95	
Jamaica, W. I.	100	125	—	
Kingston, W. I.	—	1,218	1,344	
Kobe, Japan	—	—	15	
Kustendji, Roumania	—	1,375	1,075	
La Guaira, Venezuela	—	2	84	
Leghorn, Italy	293	2,839	2,777	
Liverpool, England	—	1,851	1,560	
London, England	125	2,950	3,686	
Macoris, San Domingo	—	77	241	
Malmö, Sweden	—	—	150	
Malta, Island of	—	615	462	
Manchester, England	—	530	555	
Manzanillo, Cuba	—	90	30	
Maracaibo, Venezuela	—	35	93	
Marseilles, France	—	5,100	11,476	
Martinique, W. Indies	595	1,811	1,300	
Matanzas, W. I.	4	77	—	
Mauritius, Island of	—	—	10	
Mazatlan, Mexico	11	11	—	
Melbourne, Australia	—	53	149	
Messina, Sicily	—	—	13	
Monrovia, Liberia	—	—	14	
Montego Bay, W. Indies	—	23	—	
Montevideo, Uruguay	42	1,065	798	
Naples, Italy	65	2,219	1,743	
Newcastle, England	—	—	25	
Nuevitas, Cuba	—	9	23	
Oran, Algeria	—	406	544	
Palermo, Sicily	—	—	95	
Panama, Panama	—	—	22	
Panderna, Asia	—	—	6	
Para, Brazil	—	346	—	
Port Antonio, Jamaica	5	23	28	
Port au Prince, W. Indies	4	18	37	
Port Barrios, C. A.	—	21	20	
Port Cabello, Venezuela	11	56	84	
Port Limon, Costa Rica	26	177	145	
Port Maria, Jamaica	—	3	—	
Port of Spain, W. I.	—	—	20	
Port Said, Egypt	—	14	82	
Progreso, Mexico	—	—	23	
Puerto Plata, San Dom.	—	464	103	
Ravenna, Italy	200	800	1,449	
Rio Janeiro, Brazil	33	1,316	1,239	
Rotterdam, Holland	4,400	21,471	13,437	
St. John, N. F.	—	26	—	
St. Kitts, W. I.	—	166	43	
St. Lucia, W. I.	—	—	77	
St. Thomas, W. I.	—	—	71	
Samsun, Turkey	38	1,096	1,211	
Samana, San Dom.	—	—	156	
Sanchez, San Dom.	—	—	61	
San Domingo City, San Dom.	—	204	320	
Santiago, Cuba	56	323	139	
Santos, Brazil	—	241	—	
Savannah, Colombia	—	8	—	
Sierra Leone, Africa	—	41	—	
Smyrna, Turkey	—	840	211	
Southampton, England	—	350	—	
Stavanger, Norway	10	10	—	
Stettin, Germany	—	130	1,250	
Stockholm, Sweden	100	200	25	
Surinam, D. Guiana	—	8	—	
Sydney, Australia	—	55	—	
Syracuse, Sicily	—	25	—	
Tampico, Mexico	—	212	42	
Trieste, Austria	—	100	6,775	
Trinidad, Island of	14	129	112	
Tunis, Algeria	—	—	102	
Valparaiso, Chile	405	1,489	537	
Varna, Bulgaria	—	35	—	

Venice, Italy	—	4,393	16,174
Vera Cruz, Mexico	24	48	222
Wellington, N. Z.	—	—	33
Yokohama, Japan	—	10	9
Total	8,874	92,606	126,599

#### From New Orleans.

Antwerp, Belgium	—	100	3,841
Belfast, Ireland	—	433	100
Bordeaux, France	—	15	—
Bremen, Germany	—	76	530
Christiania, Norway	—	2,170	20
Colon, Panama	—	21	—
Copenhagen, Denmark	—	550	1,908
Genoa, Italy	—	25	250
Glasgow, Scotland	100	685	350
Gothenberg, Sweden	—	300	—
Hamburg, Germany	—	1,310	14,761
Havana, Cuba	—	267	953
Havre, France	100	102	1,407
Liverpool, England	—	200	6,190
London, England	—	1,975	7,400
Manchester, England	—	—	1,350
Marseilles, France	—	250	10,792
Naples, Italy	—	100	200
Odessa, Russia	—	—	50
Rotterdam, Holland	350	12,173	29,310
Stavanger, Norway	—	535	—
Trieste, Austria	—	—	1,405
Venice, Italy	—	600	—
Vera Cruz, Mexico	—	—	300
Total	550	21,886	81,725

#### From Galveston.

Bremen, Germany	—	—	190
Christiania, Norway	—	—	50
Hamburg, Germany	—	392	300
Liverpool, England	—	750	—
Rotterdam, Holland	2,998	3,760	9,069
Vera Cruz, Mexico	—	—	2,100
Total	2,998	4,905	11,739

#### From Baltimore.

Hamburg, Germany	—	906	625
Havre, France	—	50	—
Rotterdam, Holland	—	105	100
Total	—	1,061	725

#### From Philadelphia.

Rotterdam, Holland	104	104	604
Total	104	104	604

#### From Savannah.

Bremen, Germany	—	716	716
Christiania, Norway	—	900	—
Genoa, Italy	—	—	464
Gothenberg, Sweden	—	306	—
Hamburg, Germany	817	3,150	741
Havre, France	—	26	3,141
Leghorn, Italy	—	—	204
Liverpool, England	51	4,541	—
London, England	—	—	26
Manchester, England	—	52	24
Naples, Italy	—	—	77
Rotterdam, Holland	7,506	7,850	15,216
Stavanger, Norway	—	—	215
Stettin, Germany	—	—	410
Trieste, Austria	—	—	51
Venice, Italy	—	—	1,328
Total	8,374	17,616	21,897

#### From Newport News.

Rotterdam, Holland	—	3,150	—
Total	—	3,150	—

#### From Norfolk.

Liverpool, England	—	950	775
Rotterdam, Holland	1,100	2,100	800
Total	1,100	3,050	1,575

#### From All Other Ports.

Antwerp, Belgium	—	50	—
Canada	—	6	8,919
Hamburg, Germany	—	175	—
Liverpool, England	—	—	20
Mexico (including overland)	2,568	17,276	22,456
Total	2,568	17,507	31,395

#### Recapitulation.

From New York	8,874	92,606	126,599
From New Orleans	550	21,886	81,725
From Galveston	2,998	4,905	11,739
From Baltimore	—	1,061	725
From Philadelphia	104	104	604
From Savannah	8,374	17,616	21,897
From Newport News	—	3,150	—
From Norfolk	1,100	3,050	1,575
From all other ports	2,568	17,507	31,395
Total	24,568	161,948	276,259

### CRUSHERS' OFFICIALS AT CAPITAL.

President A. D. Allen and Secretary Robert Gibson of the Inter-State Cottonseed Crushers' Association, Colonel E. S. Ready of the Association's executive committee, and other prominent oil men have been in Washington for a week or more in connection with important legislative matters affecting the industry. They are particularly interested in the amendment of the oleomargarine law, a bill for which was introduced by Congressman Burleson of Texas last week.



# HIDES AND SKINS

(Daily Hide and Leather Market)

## Chicago.

**PACKER HIDES.**—There is no improvement in the demand and it is expected that the market will continue dull until after the new year at least. The packers claim that they will be busy all of this month and part of next month delivering hides on old sales and that consequently they are not pushing for business at present. This only applies to a few varieties, however, and on most kinds packers are commencing to accumulate stock. The only new feature to the market is a sale of native steers of back salting at an advanced price, probably to some buyer who was in urgent need and had to pay a premium. Native steers continue quotable at 17½@18c. for current salting hides, but one sale is reported of three cars of October and November natives at the advanced price of 18½c. by one of the larger outside packers in Indianapolis which may possibly be going to an Eastern tanner. Texas steers continue quiet and are nominally unchanged in price at 16¾c. for heavies, 15¾c. for lights and 14¾c. for extremes, with no sales effected. Butt brands are dull and neglected and not wanted at the asking price of 16¾c. Packers do not offer to sell at any less, but it is thought that bids on sizable lots would be considered. Packers hope for some demand from tanners who are short of native steers. Colorados are also quiet but continue to be held nominally steady at 15¾c. Branded cows continue neglected. The market is nominal around 14½c., but with a generally weak market on cow hides tanners look for lower prices on branded cows. Native cows continue to accumulate owing to the increased kill and the situation continues weak. Prices rule nominal at a range of 16@16½c. for heavies and 15@15½c. for lights with most bids not over inside rates and most tanners' views considerably less. Native bulls continue nominal around 14½@14¾c. and branded bulls around 13½c.

**COUNTRY HIDES.**—The situation has not developed any further change and though the market is still unsettled and easy, no further declines have as yet been reported. The Chicago dealers are expecting larger receipts from the Northwest soon and state that they need these hides for the filling of old orders. The Western tanners continue to talk only 12½c. for 40-lb. and up cows at outside points, Chicago freight, from regular Western and Northwestern sections on a selected basis, but at present are busy in receiving and taking in 50-lb. and up cows that they purchased some time ago at 14c. Southwestern all-weight cows are quiet and not considered quotable over 12c. flat f.o.b. Missouri River for carloads and some buyers state that they have been picking up small lots in the Southwest at under this figure. Buffs continue to rule unchanged at 13½c. for regular stock and though buyers have been looking for a 13c. market this week none of them claim to have secured anything as yet. Heavy cows are quotable at 13¼@13½c., with some buyers only bidding 13c. for these along with buffs, but all of these 13c. bids have so far been refused. Extremes continue to rule at a wide range, according to the quality of different lots. The Southwesterns that run largely to seconds are not quotable over 13¼c. with last sales at this price, but

better stock will bring more and for choice selection Western hides running only a small percentage of seconds up to 14¾c. is quoted.

**HEAVY STEERS.**—Are nominally unchanged around 14½c., with some good lots in hand held at 15c.

**HEAVY BULLS.**—Are nominally held at 12½@12¾c. for some good lots on hand in straight car loads, but smaller quantities and future receipts are quoted about ½c. under these figures.

**BRANDED HIDES.**—Continue weak, as these are sold flat and some receipts are now running quite grubby. Poor Southwestern hides out of pack are quoted down to 10c. flat for ordinary countries, while better lots sell up to 10½@11c., and choice countries out of bundle up to 11½c. The smaller Western packer lots continue to command 1c. premium over the above prices.

**HORSE HIDES.**—Continue to hold steady at \$3.80@3.90 for countries, and from \$4 to \$4.25 for cities, and stocks are wanted at these figures. Western tanners are buying freely.

**DRY HIDES.**—Supplies are small and short trim lots are still being quoted 22@23c.

**CALFSKINS.**—The market continues to rule steady at the recent easing off in prices. Chicago cities are quotable at 19c., with some offerings at this figure and some extra choice stock held a trifle higher. Outside cities are mostly quotable around 18¾c., and countries at 18@18½c., but mixed lots of choice countries and Chicago and outside cities are still held at 19c. for a veal selection. Kips are steady at 14c. for glove stock and 14½@15c. for a plump selection. Country and outside city light calf rule at \$1.05@1.10; deacons 20c. less.

**SHEEPSKINS.**—The market is unchanged. Packer sheep \$1.65@1.80, and lambs \$1.50@1.75, as to lots, and light stock \$1.40@1.50. Country sheep \$1@1.50, and lambs \$1@1.30.

## New York.

**DRY HIDES.**—There have been some small peddling lots of common varieties sold, including 737 Orinocos at 24c., about 1,500 Bogotas, etc., on the basis of 22½c. for mountains, and a few odd lots of Central Americans at 22½c.; some Ecuadorians at 20c. for coast hides and Vera Cruz at 21c.

**WET SALTED HIDES.**—The indications are that the market at the River Plate is not as strong as formerly. Some cables from Buenos Ayres state that the regular weekly auction of the Sansinena Frigorifico hides did not take place yesterday, and from some quarters there are reports that the sale was postponed through the lack of high enough bids. The last sales of Havanas here were at 13c., which is a decline of about 1¼c. from the top on these some time ago. A sale has also been made of some Vera Cruz at 12¾c., being a decline of ¼c.

**CITY PACKER HIDES.**—Trading continues nil and it cannot be learned that any sales of account have been made in this market for a long time past. Offerings here are fairly large of about everything except native steers. Packers are not offering to shade prices in the absence of any demand and buyers are not sufficiently interested to make inquiries.

**COUNTRY HIDES AND CALFSKINS.**—

The market continues quiet generally outside of one good sized sale reported effected at a Canadian point. One car of Penn buffs is reported to have sold at 13½c. selected, and some buyers are talking a weaker market on Ohio buffs, but no sales of these have been reported here of late. Same parties who are in very close touch with the hide markets in all sections report that Ohio buffs are quotable at a range of 13½@13¾c., Ohio extremes at 14¾@14½c., and that Southern hides are slow at 11@11½c. These parties consider 13¾c. as the top of the Ohio buff market today, but the inside figure of 13½c. is probably for some small lots that have been picked up in certain sections of Ohio. Parties here report that they are out of the market for Canadian hides at over 12½c. flat, but a report comes from the Province of Quebec that one large sale has been made of a lot of 7,000 Canadian cows of October and November take off and for immediate delivery at 13c. Calfskins are dull and the principal buyers continue out of the market. New York city skins are still held at the same prices but bids are from 2½@5c. less, as previously noted.

**HORSE HIDES.**—The market on these rules steady here, as noted yesterday. One car of whole hides is reported sold from a point in the Province of Quebec, Can., at \$3.85 flat.

## Boston.

Tanners are mostly out of the market and prices continue easy, owing to the poor demand. Ohio buffs are being quoted nominally here at 13½@13¾c. and Ohio extremes at 14½@14¾c. Southern hides are slow and easy at 11@11½c. for best northern sections and 10@10½c. for poorer lots of far Southwesterns and high freight points.

# WANTED

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Will do well to send their collections of Hides, Calfskins, Pelts, Tallow, Bones, etc., to Carrol S. Page, Hyde Park, Vt. He pays spot cash. He pays the freight. He pays full market value. He also furnishes money with which to buy, and keeps his customers thoroughly posted at all times as to market changes and market prospects. Write him for full particulars and his free bulletins.

# RETSOF

# Chicago Section

When you are up in your airship, don't forget Ike Newton.

The Hon. Pat Sheedy "cashed in" before the house was pinched.

That German embargo on meat looks like it might be bought real cheap soon, and it's nearly as good as new.

Swift & Company's sales of fresh beef in Chicago for the week ending Saturday, Dec. 11, averaged 7.89 cents per pound.

It is said that a New York policeman has inherited a million dollars. Chicago policemen don't wait for dead men's shoes.

There were 75,008 immigrant aliens admitted into the United States during October—and they all have to eat, Maarguerret!

Three or four yaps are waiting around on the lake front yet for the "detectives" who took several hundred dollars of theirs to be fumigated.

The importation of hides and the price of leather do not indicate that we have too many cattle, aside from other proofs equally convincing.

The farmer was watering stock (and is yet, just previous to weighing to the packer) before Jersey annexed the "incorporation business" of the United States.

Jim Patten is reported to have made another \$100,000,000 or so speculating in one thing and another. Guess it runs to porterhouse and hard coal out to his shanty, all right.

And still Patrick Cudahy's offer to contract hogs some time ago at 7½ cents looks like real good guessing. If he wasn't a successful packer he'd make a durned good hog scalper.

"One at a time!" the parrot said. Barney Pshaw figures on coming here, but Bill Watson still lingereth here, hence we say, like the parrot, "one at a time," and as Bert Williams says, "that's a-plenty."

"Sausage with cereals" can be sold as such in the State of Michigan, so sayeth the Supreme Court in the case of Armour & Company vs. the State Dairy and Food Commissioner, who was upheld by the lower courts.

The Kerber Packing Company, Elgin, Ill., will install a new lard refining outfit, and the Allbright-Nell Company will do the installing. First-class, progressive bunch the Kerbers are, with a mark of 2:02¼ flat, what?

Henry Dummert will shortly add to his business the agency for a Southern butter oil house. Mr. Dummert, prior to changes in the Jas. S. Kirk Company's affairs, handled the greater part of their raw material, as will be remembered by many in the trade.

Buy wheat and corn, but be sure its going up first—that's all there is to successful

speculation. Packers are reported to be buying May ribs and lard—but are they? Don't always believe what you hear, and don't be too sure about what you see these days.

Now is the time to advertise. Lots of business to be had for the asking. The National Provisioner reaches several thousands of purchasers of all kinds of material, and big buyers, all over the country. Call up Yards 842, or address 809 Exchange avenue, Chicago.

A Brahmin, by name Basubbed Bhattacharrya (a guy with a name like that must have feathers on his legs, sure), and nine other Brahmins landed here with Miss Ruth St. Denis, the "esoteric dancer," the other day. Report don't say whether these Brahmas lays eggs or not.

H. H. Bruno, the well-known soap, compound and butterine stock broker, has established a laboratory in connection with his office in the Royal Insurance Building. He has samples of tallows and oils from every part of the world and expects a big consignment of soya bean oil from China at an early date.

At the recent International Livestock Exposition in Chicago the fat cattle, sheep and swine fed and exhibited by the Iowa State College won more prizes than that of any other exhibitor or firm of exhibitors. The winnings include one grand championship, six championships, twenty-one firsts, eleven seconds, eleven thirds and three fourths, a total of fifty-three prizes.

He came to the stock show and ambled into the Trance-it House and ordered a beefsteak and got it. Then he grabbed the tabasco bottle and pulled the cork and spread the contents liberally all over the meat, cut off a chunk and began to chew on it. Soon the tears began coursing through the alfalfa. He looked around cautiously, spat the wad out on the floor and roared: "Fry, you son of a gun!"

The livestock and horse shows have come and went and quietness reigns supreme once

more around the Yards, broken only by an occasional yelp from some drover who wakes up and imagines he is driving a bunch of cattle or hogs somewhere. It looks as if that old gag "Every day will be Sunday bimeby" had struck the Yards in earnest. The same old gang register their guesses on the next week's receipts of hogs, nevertheless, which range from 120,000 to 16,000.

An emulsion has broken out in Kansas. This emulsion "taken at the tide, leads on to fortune." "Dr. S. J. Crumbine, secretary of the State Board of Health, has unearthed a new scheme whereby the down-trodden farmer can double his money on butter," says a Topeka, Kan., correspondent of the Kansas City Times. One pound of butter, ten drops of emulsion and one pound of water, and you have two pounds of butter that only experts can tell is "watered stock." Leave it to the farmers.

## GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, Dec. 16.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 10@12 lbs. ave., 12@12¼c.; 12@14 lbs. ave., 12@12¼c.; 14@16 lbs. ave., 12¼c.; 18@20 lbs. ave., 12½@12¼c. Sweet pickled, 10@12 lbs. ave., 12¼@12½c.; 12@14 lbs. ave., 12½@12½c.; 14@16 lbs. ave., 12½@12½c.; 18@20 lbs. ave., 12½c.

Skinned Hams—Green, 14@16 lbs. ave., 12¼c.; 16@18 lbs. ave., 12¼c.; 18@20 lbs. ave., 12½c. Sweet pickled, 14@16 lbs. ave., 12½c.; 16@18 lbs. ave., 12½c.; 18@20 lbs. ave., 13c.

New York Shoulders—Green, 10@12 lbs. ave., 10¼@10¾c. Sweet pickled, 10@12 lbs. ave., 11¼c.

Picnic Hams—Green, 5@6 lbs. ave., 10¼c.; 6@8 lbs. ave., 10¼c.; 8@10 lbs. ave., 10¾c. Sweet pickled, 5@6 lbs. ave., 10¾c.; 6@8 lbs. ave., 10¾c.; 8@10 lbs. ave., 10¾c.

Clear Bellies—Green, 6@8 lbs. ave., 14½c.; 8@10 lbs. ave., 14c.; 10@12 lbs., 13¾@13¾c. Sweet pickled, 6@8 lbs. ave., 14½c.; 8@10 lbs. ave., 14¼c.; 10@12 lbs. ave., 14¼c.

## FRED K. HIGBIE COMPANY

EDWIN C. PRICE, President

CHICAGO KANSAS CITY

Direct Mill Representatives

Wholesale Dealers in

Woodenware Cooperage Cordage  
Packing House Supplies

GENERAL OFFICES  
RAILWAY EXCHANGE  
CHICAGO

STOCKS CARRIED AT BOTH POINTS  
MEMBERS AMERICAN MEAT PACKERS' ASSOCIATION

## D. I. DAVIS & CO.

Successors  
WILDER & DAVIS,

PACKINGHOUSE ARCHITECTS  
CHICAGO, ILL.



# MORRIS & COMPANY

PACKERS OF THE CELEBRATED

## Supreme Brand Hams - Bacon - Lard - Canned Meats

Correspondence Solicited on S. P. Meats, P. S. Lard,  
Oils, Sausages and General Packing House Products

**Quality Guaranteed      Prices Moderate**

CHICAGO

E. ST. LOUIS

ST. JOSEPH

KANSAS CITY



## IT IS THE LIMIT!

THE

## Zarembo Patent Evaporator

*Is the Upper Limit of Evaporator Excellence*

ZAREMBO COMPANY, 1240 Monadnock Block, CHICAGO

## WHY NOT

**Sell some January Lard in the Chicago market  
and then make and deliver it?**

**LOOK AT THE PRICE!**

**L. J. SCHWABACHER**

& CO.

MEMBERS

CHICAGO BOARD OF TRADE

ST. LOUIS MERCHANTS' EXCHANGE

AMERICAN MEAT PACKERS' ASSOCIATION

330-331-332 Postal Telegraph Bldg.

139 Exchange Bldg. U. S. Yards

CHICAGO

## CHICAGO LIVESTOCK

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Dec. 6.....	25,810	1,400	22,540	21,782
Tuesday, Dec. 7.....	3,690	2,308	21,717	23,817
Wednesday, Dec. 8.....	24,530	1,073	22,917	18,891
Thursday, Dec. 9.....	14,509	1,267	24,554	33,739
Friday, Dec. 10.....	4,723	293	15,915	16,341
Saturday, Dec. 11.....	758	196	13,556	3,723
Total last week.....	77,078	5,137	121,190	118,293
Previous week.....	82,724	6,724	153,955	106,093
Cor. week 1908.....	70,549	6,485	232,815	117,940
Cor. week 1907.....	83,534	4,867	208,200	82,931

## SHIPMENTS.

	Cattle.	Hogs.	Sheep.
Monday, Dec. 6.....	8,220	6	4,092
Tuesday, Dec. 7.....	3,690	141	2,647
Wednesday, Dec. 8.....	6,028	44	2,582
Thursday, Dec. 9.....	6,291	78	2,450
Friday, Dec. 10.....	5,511	43	3,507
Saturday, Dec. 11.....	1,074	72	591
Total last week.....	30,823	384	16,178
Previous week.....	43,918	845	22,130
Cor. week 1908.....	35,389	961	51,632
Cor. week 1907.....	36,485	480	65,491

## CHICAGO TOTAL RECEIPTS LIVESTOCK.

	Cattle.	Hogs.	Sheep.
Year to Dec. 11, 1909.....	2,730,513	6,157,031	4,207,970
Same period, 1908.....	2,867,115	7,628,901	4,126,365

## Combined receipts of hogs at eleven points:

Week ending Dec. 11, 1909.....	440,000
Week previous.....	496,000
Year ago.....	638,000
Two years ago.....	630,000
Year to Dec. 11, 1909.....	21,481,000
Same period, 1908.....	20,442,000

Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City) as follows:

	Cattle.	Hogs.	Sheep.
Week to Dec. 11, 1909.....	213,400	282,000	209,500
Week ago.....	218,500	340,000	178,700
Year ago.....	188,400	513,500	202,400
Two years ago.....	187,300	455,100	158,600

## CHICAGO PACKERS' HOG SLAUGHTER.

Week ending Dec. 11:	
Armour & Co.....	24,600
Swift & Co.....	19,700
S. & S. Co.....	11,300
Morris & Co.....	7,700
Anglo-American.....	4,700
Boyd & Lunham.....	5,800
Hammond.....	7,700
Western P. Co.....	5,800
Boore & Co.....	3,900
Roberts & Oake.....	3,900
Others.....	16,700
Totals.....	111,800
Previous week.....	141,000
Same week, 1908.....	194,500
Same week, 1907.....	130,300
Year to Dec. 11, 1909.....	4,762,400
Same period, 1908.....	6,325,100

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week Dec. 11, 1909.....	\$6.45	\$8.43	\$5.15	\$7.75
Last week.....	6.40	8.20	4.75	7.20
Year ago.....	6.00	5.00	4.20	6.85
Two years ago.....	5.10	4.64	4.00	5.75
Three years ago.....	5.05	6.30	5.15	7.15

## CATTLE.

Good to prime steers.....	\$7.75@9.00
Fair to good steers.....	6.50@7.75
Common to fair heifers.....	5.00@6.75
Good to fancy yearlings.....	7.00@8.50
Inferior killers.....	4.25@5.00
Good to choice beef cows.....	4.50@5.25
Medium to good beef cows.....	3.60@4.50
Common to good cutters.....	2.75@3.50
Inferior to good cutters.....	2.50@3.00
Good to choice heifers.....	5.00@6.00
Common to fair heifers.....	3.00@4.50
Butcher bulls.....	3.75@5.10
Bologna bulls.....	3.00@3.75
Good to choice calves.....	7.75@9.50

Medium calves.....	7.00@7.75
Heavy calves.....	4.50@5.50
Range steers.....	4.00@7.50

## HOGS.

Good to prime heavy.....	\$8.50@8.65
Good to choice light.....	8.30@8.45
Common to light grades.....	8.15@8.30
Butcher weights.....	8.35@8.60
Medium weight mixed.....	8.30@8.45
Rough packing.....	8.00@8.10
Pigs.....	6.75@8.00
Boars.....	2.00@4.00
Stags.....	8.50@8.90

## SHEEP.

Range wethers.....	\$4.25@5.00
Feeding lambs.....	5.75@7.15
Native yearlings.....	5.50@7.15
Native wethers.....	4.00@6.00
Good to choice native ewes.....	3.50@5.75
Native lambs.....	7.25@8.00
Range ewes.....	3.00@4.75
Feeding ewes.....	4.00@5.50
Fed yearlings.....	5.25@7.00
Fed wethers.....	4.50@5.75
Fed lambs.....	6.85@8.00

## CHICAGO PROVISION MARKET.

## Range of Prices.

## SATURDAY, DECEMBER 11, 1909.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
January.....	\$21.62½	\$22.00	\$21.62½	\$21.80
May.....	21.20	21.50	21.20	21.40
July.....	21.40	21.47½	21.35	21.45

LARD—(Per 100 lbs.)—	December	January	May	July
December.....	13.55	13.55	13.52½	13.52½
January.....	12.67½	12.92½	12.97½	12.85
May.....	11.87½	11.97½	11.85	11.90
July.....	11.77½	11.87½	11.75	11.80

RIBS—(Boxed, 25c. more than loose)—	January	May	July
January.....	11.87½	11.95	11.87½
May.....	11.17½	11.22½	11.15
July.....	11.17½	11.22½	11.15

## MONDAY, DECEMBER 13, 1909.

PORK—(Per bbl.)—	January	May	July
January.....	21.75	22.35	21.75
May.....	21.30	21.97½	21.30
July.....	21.90	21.95	21.90

LARD—(Per 100 lbs.)—	December	January	May	July
December.....	13.65	13.65	13.55	13.65
January.....	12.80	13.05	12.80	13.05
May.....	11.90	12.07½	11.90	12.05
July.....	11.75	12.00	11.75	12.00

RIBS—(Boxed, 25c. more than loose)—	January	May	July
January.....	11.90	12.00	11.75
May.....	11.17½	11.57½	11.17½
July.....	11.30	11.55	11.30

## TUESDAY, DECEMBER 14, 1909.

PORK—(Per bbl.)—	January	May	July
January.....	22.35	22.35	21.95
May.....	21.70	21.85	21.62½
July.....	21.90	21.95	21.90

LARD—(Per 100 lbs.)—	December	January	May	July
December.....	13.00	13.00	12.90	13.55
January.....	12.00	12.02½	11.87½	11.95
May.....	11.95	11.97½	11.87½	11.87½

RIBS—(Boxed, 25c. more than loose)—	January	May	July
January.....	11.40	11.45	11.32½
May.....	11.35	11.40	11.35

## WEDNESDAY, DECEMBER 15, 1909.

PORK—(Per bbl.)—	January	May	July
January.....	21.70	21.90	21.65
May.....	21.37½	21.67½	21.27½
July.....	21.30	21.50	21.25

LARD—(Per 100 lbs.)—	December	January	May	July
December.....	13.35	13.35	13.30	13.30
January.....	12.80	12.85	12.70	12.82½
May.....	11.80	11.92½	11.80	11.92½
July.....	11.70	11.85	11.75	11.85

RIBS—(Boxed, 25c. more than loose)—	January	May	July
January.....	11.75	11.95	11.70
May.....	11.25	11.35	11.20
July.....	11.25	11.35	11.22½

## THURSDAY, DECEMBER 16, 1909.

PORK—(Per bbl.)—	January	May	July
January.....	22.00	22.20	22.00
May.....	21.70	22.05	21.70

LARD—(Per 100 lbs.)—	December	January	May
December.....	\$13.45	\$13.60	\$13.45
January.....	12.87	13.07	12.87
May.....	12.00	12.10	11.97

RIBS—(Boxed, 25c. more than loose)—	January	May	July
January.....	12.00	12.15	12.00
May.....	11.35	11.60	11.35

## FRIDAY, DECEMBER 17, 1909.

PORK—(Per bbl.)—	January	May	July
January.....	22.25	22.30	22.10
May.....	22.02½	22.25	22.02½

LARD—(Per 100 lbs.)—	January	May	July
January.....	13.00	13.00	12.95
May.....	12.12½	12.17½	12.10

RIBS—(Boxed, 25c. more than loose)—	January	May	July
January.....	12.10	12.10	12.02½
May.....	11.57½	11.65	11.55

†Bld. ‡Asked.

## CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Terry & Son, 41st and Halsted Streets.)

Native Rib Roast.....	16	@22
Native Sirloin Steaks.....	15	@25
Native Porterhouse Steaks.....	20	@30
Native Pot Roasts.....	10	@16
Rib Roasts from light cattle.....	10	@16
Beef Stew.....	9	@12½
Boneless Corned Briskets, Native.....	12½	@18
Corned Rumps, Native.....	10	@18
Corned Ribs.....	6	@9
Corned Flanks.....	8	@9
Round Steaks.....	12½	@18
Round Roasts.....	12½	@16
Shoulder Steaks.....	12	@14
Shoulder Roasts.....	11	@13
Shoulder Neck End, Trimmed.....	6	@9
Rolls Roast.....	14	@15

## Lamb.

Hind Quarters, fancy.....	16	@18
Fore Quarters, fancy.....	12½	@14
Legs, fancy.....	15	@20
Stew.....	10	@12½
Shoulders.....	10	@12½
Chops, Rib and Loin.....	22	@25
Chops, Frenched, each.....	10	@15

## Mutton.

Legs.....	14	@16
Stew.....	8	@12
Shoulders.....	8	@10
Hind Quarters.....	12½	@14
Fore Quarters.....	10	@14
Rib and Loin Chops.....	16	@20

## Pork.

Pork Loin	.....	@16
Pork Chops	.....	@17
Pork Shoulders	.....	@14
Pork Tenderloins	.....	@30
Pork Butts	.....	@14
Spare Ribs	.....	@14
Blades	.....	@6
Hocks	.....	@10
Pigs' Heads	.....	@8
Leaf Lard	.....	@16

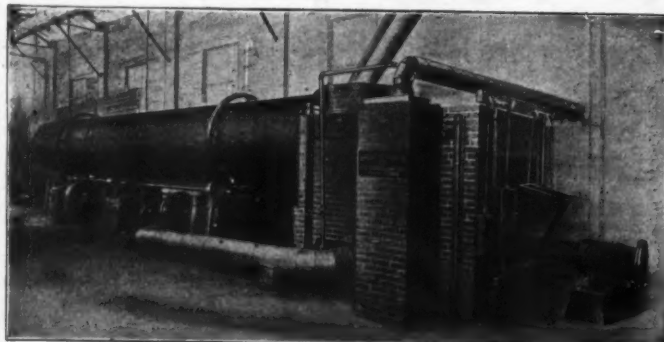
## Veal.

Hind Quarters.....	12	@14
Fore Quarters.....	14	@16
Legs.....	14	@17
Stew.....	9	@12½
Shoulders.....	10	@12½
Cutlets.....	20	@22
Rib and Loin Chops.....	16	@20

## Butchers' Offal.

Skirt.....	@8
Tallow.....	@4½
Bone.....	@17
Calfskins, 8 to 16 lbs.....	@15
Calfskins, under 8 lbs. (deacon).....	@8

# AUTOMATIC IMPROVED TANKAGE PRESSES AND DRYERS



## Economical Efficient Great Capacity

SAVING IN LABOR ALONE IN ONE YEAR WILL OFFSET COST TO INSTALL

For Tankage, Blood, Bone, Fertilizer, all Animal and Vegetable Matter. Installed in the largest packing-houses, fertilizer and fish reduction plants in the world.

Send for Catalogue T. B.

**American Process Co.**  
68 William St., - - New York



## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

Carcass Beef.	
Good native steers	11½ @ 12½
Native steers, medium	9½ @ 10½
Heifers, good	9 @ 10
Cows	8½ @ 9½
Hind Quarters, choice	14½ @ 15½
Fore Quarters, choice	9

## Beef Cuts.

Cow Chucks	5 @ 6½
Steer Chucks	8 @ 9½
Boneless Chucks	8 @ 9½
Medium Plates	9 @ 10
Steer Plates	9 @ 10
Cow Rounds	8½ @ 9½
Cow Rounds	8½ @ 9
Cow Loin	7½ @ 11½
Steer Loin, Heavy	22½ @ 24
Beef Tenderloins, No. 1	20 @ 22
Beef Tenderloins, No. 2	20 @ 22
Strip Loin	7½ @ 8
Shoulder Butts	9 @ 11
Shoulder Clods	7 @ 9
Rolls	9 @ 10½
Rump Butts	7 @ 9
Trimnings	5 @ 6
Shank	4 @ 5
Cow Ribs, Common, Light	7 @ 9
Cow Ribs, Heavy	13 @ 15
Steer Ribs, Light	13 @ 15
Steer Ribs, Heavy	13 @ 15
Loin Ends, steer, native	11½ @ 13
Loin Ends, cow	9 @ 11
Hanging Tenderloins	11 @ 13
Flank Steak	7½ @ 11
Hind Shanks	3½ @ 5

## Beef Offal.

Livers	5½ @ 6
Hearts	4½ @ 5
Tongues	12 @ 14
Sweetbreads	22 @ 24
Ox Tail, per lb.	6 @ 8
Fresh Tripe, plain	2½ @ 3
Fresh Tripe, H. C.	4½ @ 5
Brains	6 @ 8
Kidneys, each	5½ @ 6

## Veal.

Heavy Carcass Veal	7½ @ 8
Light Carcass	9½ @ 10
Good Carcass	13 @ 15
Good Saddle	14 @ 16
Medium Racks	9 @ 10
Good Racks	10½ @ 12

## Veal Offal.

Brains, each	6 @ 8
Sweetbreads	7 @ 9
Plucks	45 @ 50
Heads, each	14 @ 20

## Lambs.

Medium Caul	11 @ 12
Good Caul	12 @ 13½
Round Dressed Lambs	13½ @ 14
Saddles, Caul	14 @ 15
R. D. Lamb Racks	11 @ 12
Caul Lamb Racks	10 @ 11
R. D. Lamb Saddles	15 @ 16
Lamb Fries, per pair	6 @ 8
Lamb Tongues, each	8 @ 10
Lamb Kidneys, each	2 @ 3

## Mutton.

Medium Sheep	9 @ 10
Good Sheep	9½ @ 10½
Medium Saddles	10½ @ 11
Good Saddles	11 @ 12
Medium Racks	7½ @ 8
Good Racks	8 @ 9
Mutton Legs	10½ @ 11
Mutton Loin	8½ @ 9
Mutton Stew	6 @ 7
Sheep Tongues, each	8 @ 10
Sheep Heads, each	8 @ 10

## Fresh Pork, Etc.

Dressed Hogs	11 @ 11½
Pork Loin	13½ @ 14
Leaf Lard	13½ @ 14
Tenderloins	25 @ 26
Spare Ribs	11 @ 12
Butts	12½ @ 13
Necks	7 @ 8
Trimnings	7 @ 8
Tails	7 @ 8
Snouts	7 @ 8
Pigs' Feet	4 @ 5
Pigs' Heads	7½ @ 8
Blade Bones	7½ @ 8
Cheek Meat	7 @ 8
Hog Plucks	7 @ 8
Neck Bones	4 @ 5
Skinned Shoulders	11½ @ 12
Pork Hearts	5½ @ 6
Pork Kidneys	4½ @ 5
Pork Tongues	11 @ 12
Slip Bones	5½ @ 6
Tail Bones	5 @ 6
Brains	6 @ 7
Backfat	13½ @ 14
Fams	13½ @ 14
Calas	11½ @ 12
Belles	14½ @ 15
Shoulders	11 @ 12

## SAUSAGE.

Columbia Cloth Bologna	8½ @ 9
Bologna, large, long, round and cloth	8 @ 9
Choice Bologna	9 @ 10
Viennas	10½ @ 11

Frankfurters	10½ @ 11
Blood, Liver and Headcheese	8½ @ 9
Tongue	12 @ 13
White Tongue	12 @ 13
Minced Sausage	11½ @ 12
Prepared Sausage	15½ @ 16
New England Sausage	15½ @ 16
Compressed Luncheon Sausage	15½ @ 16
Special Compressed Ham	15½ @ 16
Berliner Sausage	12½ @ 13
Boneless Butts in casings	— @ —
Oxford Butts in casings	— @ —
Polish Sausage	10 @ 11
Garlic Sausage	10 @ 11
Smoked Sausage	10½ @ 11
Farm Sausage	15½ @ 16
Pork Sausage, bulk or link	11½ @ 12
Pork Sausage, short link	12½ @ 13
Special Prepared Sausage	12½ @ 13
Boneless Pigs' Feet	8 @ 9
Hams, Bologna	9 @ 10

## Summer Sausage.

Best Summer, H. C., Medium Dry	— @ —
German Salami, Medium Dry	18 @ 19
Italian Salami	23 @ 24
Holsteiner	13½ @ 14
Mettwurst, New	— @ —
Farmer	15½ @ 16
Monarque Cervelat, H. C.	— @ —

## Sausage in Oil.

Smoked Sausage, 1-50	\$5.50
Smoked Sausage, 2-20	5.00
Bologna, 1-50	5.00
Bologna, 2-20	4.50
Frankfurt, 1-50	5.50
Frankfurt, 2-20	5.00

## VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	\$9.75
Pickled Plain Tripe, in 200-lb. barrels	5.00
Pickled H. C. Tripe, in 200-lb. barrels	7.75
Pickled Ox Lips, in 200-lb. barrels	—
Pickled Pigs' Snouts, in 200-lb. barrels	—
Lamb Tongues, Short Cut, barrels	32.00

## CORNED, BOILED AND ROAST BEEF.

Per doz.	
1 lb., 2 doz. to case	\$1.55
2 lbs., 1 or 2 doz. to case	2.85
4 lbs., 1 doz. to case	—
6 lbs., 1 doz. to case	10.25
14 lbs., ½ doz. to case	22.50

## EXTRACT OF BEEF.

Per doz.	
1-oz. jars, 1 doz. in box	\$2.25
2-oz. jars, 1 doz. in box	3.55
4-oz. jars, 1 doz. in box	6.50
8-oz. jars, ½ doz. in box	11.00
16-oz. jars, ¼ doz. in box	22.00
2, 5 and 10-lb. tins	\$1.75 per lb.

## BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. bbls.	13.50 @ 14
Plate Beef	12.50 @ 13
Prime Mess Beef	12.00 @ 13
Extra Mess Beef	11.00 @ 12
Beef Hams (220 lbs. to bbl.)	21.50 @ 22
Rump Butts	13.00 @ 14
Mess Pork	24.50 @ 25
Clear Fat Backs	25.00 @ 26
Family Back Pork	25.00 @ 26
Bean Pork	21.50 @ 22

## LARD.

Pure leaf, Kettle rendered, per lb., tes.	16½ @ 17
Pure lard	15½ @ 16
Lard substitutes, tes.	10½ @ 11
Lard, compound	10½ @ 11
Cooking oil, per gal., in barrels	60 @ 65
Barrels, ½ c. over	—
tierces; tubs and pails, 10 to 80 lbs., ¼ to 1 c. over	—
tierces.	—

## BUTTERINE.

1 to 6, natural color, solids, F. O. B. Chicago 13½ @ 17

## DRY SALT MEATS.

(Boxed. Loose are ¼ c. less.)	
Clear Bellies, 14 @ 16 avg.	14½ @ 15
Clear Bellies, 18 @ 20 avg.	14½ @ 15
Rib Bellies, 18 @ 20 avg.	14½ @ 15
Fat Backs, 12 @ 14 avg.	12½ @ 13
Regular Plates	— @ —
Short Cuts	— @ —
Butts	12½ @ 13
Bacon meats, 1 c. more.	— @ —

## WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.	16½ @ 17
Hams, 16 lbs., avg.	16½ @ 17
Skinned Hams	12½ @ 13
Calas, 4 @ 6 lbs., avg.	12½ @ 13
Calas, 6 @ 12 lbs., avg.	— @ —
New York Shoulders, 8 @ 12 lbs., avg.	— @ —
Breakfast Bacon, fancy	21½ @ 22
Wide, 10 @ 12 avg., and strip, 5 @ 6 avg.	18 @ 19
Wide, 6 @ 8 avg., and strip, 3 @ 4 avg.	14½ @ 15
Rib Bacon, wide, 8 @ 12, strip, 4 @ 6 avg.	16½ @ 17
Dried Beef Sets	16½ @ 17
Dried Beef Insides	16½ @ 17
Dried Beef Knuckles	15½ @ 16
Dried Beef Outsides	15½ @ 16
Regular Baked Hams	20 @ 21
Smoked Baked Hams	21 @ 22
Boiled Calas	17 @ 18
Cooked Loin Rolls	24 @ 25
Cooked Rolled Shoulders	18 @ 19

## SAUSAGE CASINGS.

F. O. B. CHICAGO.

Rounds, per set	16½ @ 17
Export Rounds	21 @ 22
Middles, per set	7 @ 8
Beef bungs, per piece	30 @ 35
Hog casings, as packed	60 @ 65
Hog casings, free of salt	11 @ 12
Hog middles, per set	13 @ 14
Hog bungs, export	8 @ 9
Hog bungs, large mediums	2 @ 3
Hog bungs, prime	2 @ 3
Hog bungs, narrow	2 @ 3
Imported wide sheep casings	20 @ 21
Imported medium sheep casings	70 @ 75
Beef weasands	8½ @ 9
Beef bladders, medium	35 @ 40
Beef bladders, small, per doz.	— @ —
Hog stomachs, per piece	4½ @ 5

## FERTILIZERS.

Dried blood, per unit	2.90 @ 3
Hoof meal, per unit	2.77½ @ 2.85
Concent. tankage, 15% per unit	2.70 @ 2.80
Ground tankage, 12% per unit	2.60 and 10c.
Ground tankage, 11% per unit	2.60 and 10c.
Ground tankage, 10% per unit	2.57½ and 10c.
Crushed tankage, 9 and 20% per unit	2.45½ and 10c.
Ground tankage, 6 and 35% per unit	2.21 @ 2.30
Ground raw bone, per ton	24.00 @ 25
Ground stein bone, per ton	20.00 @ 21
Unground tankage, per ton less than ground	50c.

## HORNS, HOOFS AND BONES.

Horns, No. 1, 65% 70 lbs., average	\$250.00 @ 245.00
Horns, black, per ton	25.00 @ 26
Horns, striped, per ton	40.00 @ 42.50
Horns, white, per ton	50.00 @ 55.00
Fiat shin bones, 38 to 40 lbs. ave. ton	45.00 @ 50.00
Round shin bones, 38 to 40 lbs. ave. ton	50.00 @ 55.00
Round shin bones, 50 to 52 lbs. ave. ton	57.50 @ 60.00
Long thigh bones, 90 to 95 lbs. ave. ton	90.00 @ 95.00
Jaws, skulls and knuckles, per ton	25.00 @ 26

## LARD.

Prime steam, cash	nom. 13.35 @ 13.40
Prime steam, loose	nom. 13.10 @ 13.15
Leaf	13 @ 14
Compound	10 @ 10½
Neutral lard	14½ @ 14½

## STEARINES.

Prime oleo	17 @ 18
Oleo No. 2	nom. @ 16½
Mutton	8½ @ 9½
Tallow	9½ @ 10
Grease, yellow	7 @ 7½
Grease, A white	7 @ 7½

## OILS.

Lard oil, extra, winter strained, tierces	82 @ 84
Extra No. 1 lard oil	83 @ 85
No. 1 lard oil	37 @ 40
No. 2 lard oil	35 @ 38
Oleo oil, extra	15 @ 15½
Oleo oil, No. 2	14 @ 14½
Oleo stock	12½ @ 13
Neatsfoot oil, pure, bbls.	78 @ 80
Acidless tallow oil, bbls.	60 @ 65
Corn oil, loose	5½ @ 5¾

## TALLOW.

Edible	9 @ 9½
Prime city	7½ @ 7¾
No. 1 Country	6½ @ 7
Packers' prime	7½ @ 7¾
Packers' No. 1	7 @ 7½
Packers' No. 2	5½ @ 6
Renderers' No. 1	6½ @ 6¾

## GREASES.

White, choice	7½ @ 8
White, "A"	7½ @ 7¾
White, "B"	6½ @ 7
Bone	6 @ 6½
House	6 @ 6½
Yellow	6½ @ 6¾
Brown	5½ @ 6
Glue Stock	5½ @ 6
Garbage grease	nom @ 5½

## COTTONSEED OILS.

P. S. Y., loose	52½ @ 53
P. S. Y., soap grade	52 @ 52½
Soap stock, bbls., concn., 62 @ 65% f. a.	3½ @ 3¾
Soap stock, bbls., reg., 50% f. a.	2½ @ 2¾

## COOPERAGE.

Ash pork barrels	.92 @ .95
Oak pork barrels	1.05 @ 1.07
Lard tierces	1.22 @ 1.25

## CURING MATERIALS.

Refined saltpetre	5 @ 7
Boracic acid, crystal to powdered	7 @ 7½
Borax	4 @ 4½

## Sugar—

White, clarified	@ 4½
Plantation, granulated	@ 4½
Yellow, clarified	4½ @ 4¾

## Salt—

Ashton, in bags, 224 lbs.	\$2.25
English packing, in bags, 224 lbs.	1.45
Michigan, granulated, car lots, per ton	3.25
Michigan, medium, car lots, per ton	3.75
Casing salt, bbls., 280 lbs., 2x @ 5x	1.40

# LIVE STOCK MARKETS

## CHICAGO

(Special Letter to The National Provisioner from The National Live Stock Commission Co.)

Union Stock Yards, Chicago, Dec. 15.

The annual deluge of cattle that we can always figure on some time during the fall has arrived. Monday's receipts of 45,640 were within 3,500 of the high record. The trade was badly demoralized, trains were late, the weather was bad, and prices ruled 25c. to 40c. lower. Tuesday's market was slow, with receipts 7,700, and where any change was noted it was toward a lower level. Wednesday (today) we have another heavy supply of cattle, receipts being estimated at 24,000. The panicky market will probably check receipts considerably, but it will very likely take a week or two for the market to recover its equilibrium.

Butcher stuff, while not in as heavy supply as steers, was nevertheless plentiful enough to more than fill the requirements of the trade. The general market is 40c. to 50c. lower than one week ago, or 25c. lower than the closing prices last Friday. Veal calves very high, and selling all the way from 7c. to 10c. per pound.

The hog market advanced steadily at the close of last week because of very moderate receipts, and Saturday we sold top hogs at \$8.70, which was the highest in 16 years. Monday's receipts of 45,000 were comparatively liberal, but the supply was well cleaned up at the decline of a nickel; in fact, the market closed strong, with the top as high as Saturday. On Tuesday's receipts of 36,000 the market ruled 5c. to 10c. lower, and with another heavy run of 45,000 today the trade is 10c. to 15c. lower, with the extreme top \$8.55. This is the first liberal run of hogs we have had this winter, but we hardly think it is any criterion of the visible supply of good, marketable hogs.

Receipts of sheep and lambs very liberal this week, due largely to the bad weather in many sections of the country tributary to Chicago. Most of the receipts are trashy and hard to dispose of at a decline of 50c. to 75c. per cwt. from the high time last week; but the choicest grades of sheep and lambs, which are very scarce, are selling well up to the high point of the season. We quote poor to choice lambs \$6.50@8.55; fed Western yearlings, \$6.50@7.25; wethers, \$5.25@5.75; good to choice ewes, \$5.25@5.75.

## KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Dec. 14.

Extraordinary heavy cattle receipts at all points yesterday put salesmen utterly to rout, and to add to the bitterness of the enforced decline of 10c. to 20c. on steers, buyers pursued dilatory and hesitating tactics. Another good run appeared at all points today, 16,000 head here, and the market is slow and shaky. A few Christmas steers are selling at \$8@10 here this week, but aside from these \$7.25 is an outside price for fed steers, and the bulk of sales runs from \$4.80 to \$6.35. Cows held up firm here till today, when they are 10c. lower, at \$3.25@4.75; heifers up to \$6; bulls, \$3@4.50; calves firm this week; top veals today, \$8.50; heavy calves around \$5; stockers, \$3.25@4.85; feeders, \$4@5.25.

Hogs are also lower this week; supply today close to 20,000 head. The morning estimate called for 16,000 head, and opening sales were stronger, but the bulk of sales ruled about 5c. lower, top \$8.45, bulk \$8.10@8.40, lights up to \$8.35. Shipper buyers were in the market early today, and took the highest priced hogs, but packers demanded concessions when they came out, forcing the decline. The strong market during the last week, together with surplus hogs unable to reach the shipping points lately on account of storms, and which are just now getting in, account for the increased receipts, but do not furnish any grounds for confidence in a continuance of liberal supplies.

Sheep and lambs are 10c. lower today; run 8,000 head; top lambs, \$7.80; yearlings worth \$6@6.75; wethers, \$5@5.75; ewes, \$4.50@5.15. Sheep feeders are following the liquidating habits of the cattle shippers this week, and appear anxious to get their feed lots empty, thus giving the packers an opportunity to enforce the biggest break for several weeks on all classes this week.

Sales to local killers last week included the following:

	Cattle.	Hogs.	Sheep.
Armour .....	8,079	10,906	6,741
Fowler .....	4,192	—	2,026
S. & S. ....	5,686	9,129	3,081
Swift .....	8,497	9,973	5,991
Cudahy .....	4,847	7,875	3,361
Morris & Co. ....	8,677	8,531	5,092
Amer. D. B. & P. Co. ....	795	523	17
Indianapolis Abat. Co. ....	343	—	—
Butchers' .....	187	364	87
Totals .....	41,303	47,301	26,396

## ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., Dec. 15.

This has been an off week in the cattle trade. Receipts at all points have been liberal since the opening day, and as a result sellers have been forced to make concessions each day in order to dispose of their holdings. Common grades of steers have declined sharply, but are not affected to as great extent as the better sorts. Steers selling under \$5 show a loss of 25 to 35c., but those selling above that figure, with a few exceptions, are off 40 to 50c. Heifers are quoted 25 to 40c. lower for the week, and cows 15 to 25c., with common grades showing the least decline. Some pretty good Christmas cattle were on the market selling from \$8 to \$10.50. Calves and bulls are the only exception to the general decline. Prices have been firm throughout the week with calves selling a shade stronger.

Hog values have advanced steadily up to yesterday, when top hogs reached \$8.70, the highest figure reached on this market since 1893. Receipts to-day are liberal and at some points excessive, and prices in consequence declined 10 to 15c. The best hogs to-day sold at \$8.55, and the bulk of the good hogs brought \$8.25 to \$8.40.

Weaker tone characterized trading on sheep and lambs. Prices declined 10 to 15c. Monday and about a dime yesterday. They are quoted steady to-day. Choice native lambs are still bringing up to \$8, and Western lambs \$7.75 to \$7.80. Western yearlings landed at \$6.85 to \$7.50, mostly at \$6.85 to \$6.85. The top on mutton sheep for the week is \$5.50, but the best to-day brought \$5.35, with the majority going at \$4.95 to \$5.25.

## OMAHA

(Special Letter to The National Provisioner.)

Union Stock Yards, So. Omaha, Dec. 14.

As a result of the heavy marketing of warmed up and short-fed cattle, due to bad weather, the market has suffered a decline of fully 50@60c. on both beef steers and cow stuff. No finished beefs are coming, and fair to good 1,100 to 1,350-lb. beefs are selling at \$5.25@6, with the common to fair warmed up and short-fed grades at \$3.75@5 and on down. Cows and heifers have suffered fully as much as beef steers, and the undertone to the trade is decidedly weak.

Hogs reached the highest prices ever paid on this market last week, but increased supplies have brought about some reaction, and if the heavy run keeps up much longer there is going to be some further decline. As it is, the market is governed largely by the receipts, as the demand from both packers and Eastern shippers is active and the undertone firm. Heavy and butcher weight hogs still sell at the top and underweight stuff at the bottom of the list, but there is not much

of a spread. With 11,500 hogs on sale today the market was 5@10c. lower. Tops brought \$8.35, as against \$8.30 last Tuesday, and the bulk of the trading was at \$8.20@8.30, as against \$8.17@8.25 a week ago.

Sheep sold at strong figures all last week, but the market has broken sharply the past day or two on account of the heavy supplies. The demand is still good from all sources, and feeder buyers are taking the thin and partly fattened stuff readily at firm figures. Quotations on fat sheep and lambs: Good to choice lambs, \$7.10@7.75; fair to good lambs, \$6.50@7.10; good light yearlings, \$6.25@6.90; good heavy yearlings, \$5.75@6.25; good to choice wethers, \$5.20@5.60; fair to good wethers, \$4.80@5.20; good to choice ewes, \$4.50@5; fair to good ewes, \$3.90@4.50.

## ST. JOSEPH

(Special Letter to The National Provisioner.)

St. Joseph, Mo., Dec. 14.

With the opening of trade this week the liberal runs have started a lower movement, and steers are now quoted 15c. to 25c. lower than a week ago, while cows and heifers show declines of 10c. to 15c. There is an occasional bunch of strictly choice steers coming that sell around \$8 and over, but not many are seen that sell better than \$7, and the bulk of steers are going in a range of \$5.75@6.50; cows and heifers sell largely at \$3.75@4.50, with a few making \$5 and over.

In the hog trade new high price history has been made during the past week. Supplies are coming more freely than some time ago, but the demand is good and the selling interest has been able to hold prices up pretty well so far, although there is some evidence of a break at present. Tops sold here today at \$8.50, which is the highest price ever reached at this market until last week. The bulk today sold at \$8@8.30, which is a dime lower than on the closing day of last week.

The movement of live mutton has been erratic and uneven at this market. The first big supply of several weeks arrived today, and prices broke sharply, getting down into line with other points, the light runs having held the prices higher here than at other points. Best lambs are quoted at \$7.50@7.75; yearlings, \$6.25@7; ewes, \$4.50@5.25.

## NEW YORK LIVESTOCK

WEEKLY RECEIPTS TO DECEMBER 13, 1909.

	Bees.	Cow.	Calves.	Sheep.	Hogs.
Jersey City .....	5,842	—	1,591	13,054	19,599
Sixtieth street .....	2,553	30	2,501	9,406	—
Fortieth street .....	—	—	64	—	19,083
Lehigh Valley .....	4,017	—	870	17,180	—
Central Union .....	4,700	—	200	6,500	—
Weehawken .....	190	—	—	—	—
Scattering .....	—	63	127	55	6,230
Totals .....	15,102	93	5,653	46,253	44,831
Totals last week .....	12,844	105	6,279	42,049	47,285

## WEEKLY EXPORTS.

	Live cattle.	Qrs. of beef.
Morris Beef Co., So. Atlantic .....	—	1,214
Morris Beef Co., So. New York .....	—	506
Morris Beef Co., So. Atlantic .....	—	734
Swift Beef Co., So. Atlantic .....	—	1,530
Armour & Co., So. New York .....	—	990
Schwarschild & S., So. Minnehaha .....	302	1,000
J. Shamberg & Son, So. Minnehaha .....	280	—
Total exports .....	582	5,974
Total exports last week .....	1,621	6,816

## MEAT AND STOCK EXPORTS

WEEKLY REPORT TO DECEMBER 13, 1909.

	Live cattle.	Qrs. of beef.
Exports from—		
New York .....	582	5,974
Boston .....	3,033	1,894
Baltimore .....	900	—
Philadelphia .....	868	—
Portland .....	1,399	—
St. John .....	1,092	—
Exports to—		
London .....	2,703	7,124
Liverpool .....	2,983	734
Glasgow .....	826	—
Manchester .....	1,092	—
Totals to all ports .....	7,574	7,558
Totals to all ports last week .....	6,237	8,735



# THE WEEK'S CLOSING MARKETS

## FRIDAY'S GENERAL MARKETS.

### Lard in New York.

New York, Dec. 17.—Market is firm with very light supplies. Western steam, \$14; city steam, \$13.87½; refined Continent, \$14.25; South American, \$15; Brazil, kegs, \$16; compounds, \$10.25@10.50.

### Liverpool Markets.

Liverpool, Dec. 17.—(By Cable.)—Beef extra Indian mess, 92s. 6d. Pork, prime mess, 101s. 3d.; shoulders, 57s. 6d.; hams, short clear, 62s. 6d. Bacon, Cumberland cut, 61s. 6d.; long clear, 28@34 lbs., 64s.; 35@40 lbs., 64s.; backs, 63s. 6d.; bellies, 72s. Tallow, 32s. 9d. Turpentine, 39s. 6d. Rosin, common, 9s. 9d. Lard, spot, prime Western, 71s. 3d.; American, refined, 28-lb. pails, 70s. Cheese, Canadian, finest white, new 56s.; colored, 57s. 6d. American lard (Hamburg), 60 kilos, 69½ marks. Tallow, Australian (London), 34s. 9d. Cottonseed, refined, loose (Hull), 27s. 10½d.

## FRIDAY'S CLOSINGS IN NEW YORK.

### Provisions.

The market opened higher on some outside buying, but eased off on larger receipts of hogs.

### Tallow.

The market was quiet and steady at 6½c. for city.

### Oleo Stearine.

The market was very firm with prices held at 18c. It closed strong, after sales of round lots at 19c.

### Cottonseed Oil.

The market was active and a little lower on further speculative liquidation but later rallied on commission house buying and continued strong crude markets. Quotations on the early call: December, \$7.33@7.42; January, \$7.39@7.40; February, \$7.40@7.50; March, \$7.43@7.44; April, \$7.43@7.52; May, \$7.53@7.56; July, \$7.60@7.62; September, \$7.40@7.65. Market closed at 4 points advance to 4 decline from Thursday. Total sales 16,500. Prime crude closed at \$6.47 to \$6.60.

## FRIDAY'S LIVESTOCK MARKETS.

Chicago, Dec. 17.—Market strong to shade higher, quality fair; bulk of prices, \$8.35@8.55; light weights, \$8@8.45; mixed and butchers' weights, \$8.20@8.60; heavies, \$8.25@8.65; rough heavies, \$8.25@8.40; Yorkers, \$8.30@8.40; pigs, \$7@8. Cattle steady; heaves, \$3.80@8.30; cows and heifers, \$2@5.40; Texas steers, \$3.80@4.70; stockers and feeders, \$3@5.10; Western, \$4@6.30. Sheep steady; natives, \$3.50@5.60; Western, \$3.75@5.65; yearlings, \$6.35@7.50; lambs, \$5.75@8.60.

Kansas City, Dec. 17.—Hog market strong, at \$7.85@8.45.

East Buffalo, Dec. 17.—Market for hogs opened stronger; 8,000 on sale at \$8.45@8.60.

Cleveland, Dec. 17.—Hogs steady, at \$8.25@8.50.

Indianapolis, Dec. 17.—Hogs lower, at \$8.15@8.55.

Louisville, Dec. 17.—Hogs 10c. lower, at \$8@8.50.

St. Louis, Dec. 17.—Hogs stronger, at \$6.75@8.60.

Omaha, Dec. 17.—Hogs higher, at \$8@8.30.

## OLEO OIL AND NEUTRAL LARD.

(Special Report to The National Provisioner.)

New York, Dec. 16.—We have at present the highest prices for oleo oil and neutral lard that have been seen for quite a while, and the outlook is that prices are likely to rule high for quite some time to come, caused by light fat supplies all over the country and an excellent butterine business in the United States. The production of oleo oil and neutral lard is far below normal, and so are the stocks both here and abroad, and since busi-

ness conditions have improved all over the world, the demand for butterine is good, the consumption extremely heavy and a firm market likely to rule during the winter months. It is not unlikely that the next few months will see record prices for all kinds of provisions, including oleo oil and neutral lard, and there is hardly any doubt that the coming year will see higher prices for butter oil than have ever been paid in the history of that business.

## CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Dec. 16.—The latest market quotations are as follows: 74 per cent. caustic soda, \$1.85 to \$1.90 basis 60 per cent.; 76 per cent. caustic soda, \$1.90 to 2c. basis 60 per cent.; 60 per cent. caustic soda, 2c. per lb.; 98 per cent. powdered caustic soda in barrels, 3c. per lb.; 58 per cent. soda ash, 90c. to \$1 basis 48 per cent.; 48 per cent. carbonate soda ash, \$1.10 per 100 lbs.; borax, 4½c. per lb.; tale, 1½@1½c. per lb.; silex, \$18@20 per ton of 2,000 lbs.; marble flour, \$9@10 per ton of 2,000 lbs.; silicate soda, 80c. per 100 lbs., no charge for barrels; chloride of lime in casks, \$1.75, and barrels \$2 per 100 lbs.; carbonate of potash, 4½@4½c. per lb.; electrolytic caustic potash, 88@92 per cent., at 5½@6c. per lb.

Prime red palm oil in casks 15/1800 lbs., 61½@6½c. per lb.; genuine Lagos palm oil in casks 15/1800 lbs., 6½c. per lb.; clarified palm oil in barrels 4/500 lbs. each, 7c. per lb.; palm kernel oil, 8@8½c. per lb.; green olive oil, 90c. to \$1 per gal.; yellow olive oil, 90c. to \$1.40 per gal.; green olive oil foots, 6¾@7c. per lb.; peanut oil, 65@70c. per gal.; Ceylon coconut oil, 9@9½c. per lb.; Cochinchina coconut oil, 9¾@10c. per lb.; cottonseed oil, 7.35@7.50c. per lb.; corn oil, 6.40@6.50c. per lb.

Prime city tallow in hhds., 6½c. per lb.; special tallow in tierces, 7¼@7¾c. per lb.; choice tallow in tierces, 7½c. per lb.; oleo stearine, 16½@17c. per lb.; house grease, 6¼@6¾c. per lb.; brown grease, 5¾@6c. per lb.; yellow packer's grease, 6¼@6¾c. per lb.

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending December 11, 1909:

### CATTLE.

Chicago	46,255
Kansas City	40,960
Omaha	21,210
St. Joseph	17,595
Cudahy	619
Sioux City	3,299
Wichita	2,570
South St. Paul	2,546
Indianapolis	5,959
New York and Jersey City	14,713
Fort Worth	21,763
Philadelphia	4,506

### HOGS.

Chicago	105,021
Kansas City	54,901
Omaha	24,948
St. Joseph	36,249
Cudahy	6,215
Sioux City	5,267
Ottumwa	6,928
Cedar Rapids	25,288
Wichita	9,136
South St. Paul	40,556
Indianapolis	44,881
New York and Jersey City	13,815
Fort Worth	3,627
Philadelphia	

### SHEEP.

Chicago	109,680
Kansas City	26,396
Omaha	24,143
St. Joseph	11,178
Cudahy	270
Sioux City	599
South St. Paul	2,487
Indianapolis	1,498
New York and Jersey City	46,255
Fort Worth	2,100
Philadelphia	7,636

## RECEIPTS AT CENTERS

SATURDAY, DECEMBER 11, 1909.

	Cattle.	Hogs.	Sheep.
Chicago	600	13,556	3,000
Kansas City	2,200	7,426	300
Omaha	1,200	6,500	500
St. Louis	3,000	11,235	100
St. Joseph	1,000	7,000	
Sioux City	100	2,500	
St. Paul	800	1,500	1,700
Fort Worth	900	3,000	600
Milwaukee		3,538	
Peoria		700	
Indianapolis		6,000	
Cincinnati		2,606	
Pittsburg	80	4,200	
East Buffalo	250	8,000	3,900
New York	1,613	3,256	2,971

MONDAY, DECEMBER 13, 1909.

Chicago	45,000	46,294	40,000
Kansas City	19,000	12,000	7,500
Omaha	5,000	5,000	9,000
St. Louis	9,500	13,890	3,000
St. Joseph	3,700	7,500	1,000
Sioux City	2,700	3,500	
Fort Worth	6,000	1,700	500
Milwaukee		2,300	
Peoria		8,000	
Indianapolis		3,000	
Cincinnati	2,155	5,673	340
Pittsburg	2,500	9,000	5,000
East Buffalo	4,500	24,000	22,800
New York	4,299	12,652	13,467

TUESDAY, DECEMBER 14, 1909.

Chicago	8,000	36,371	15,000
Kansas City	16,000	22,448	8,000
Omaha	7,500	13,000	12,500
St. Louis	6,500	16,072	7,000
St. Joseph	4,000	11,000	
Sioux City	2,000	5,500	
St. Paul	2,500	6,600	2,000
Fort Worth	3,500	1,700	
Milwaukee		3,468	
Peoria		1,500	
Indianapolis	1,000	12,000	
Cincinnati	378	3,255	204
Pittsburg	100	3,000	1,000
East Buffalo	500	12,000	4,400
New York	804	3,787	5,507

WEDNESDAY, DECEMBER 15, 1909.

Chicago	25,000	46,614	20,000
Kansas City	9,000	15,512	8,000
Omaha	6,700	11,000	7,500
St. Louis	5,500	13,777	3,500
St. Joseph	3,000	9,000	3,500
Sioux City	1,800	6,500	
Fort Worth	4,600	1,400	
Milwaukee		13,078	
Peoria		1,200	
Indianapolis	1,550	12,000	
Cincinnati	888	5,160	525
Pittsburg		5,000	
East Buffalo	350	5,500	2,800
New York	2,105	11,268	9,719

THURSDAY, DECEMBER 16, 1909.

Chicago	5,000	23,000	12,000
Kansas City	7,000	17,000	7,000
Omaha	2,700	7,000	10,000
St. Louis	3,700	15,934	2,000
St. Joseph	1,500	11,000	7,000
Sioux City	700	4,000	1,000
St. Paul	1,400	5,000	1,000
Fort Worth	4,000	5,000	
Milwaukee		3,638	
Peoria		1,400	
Indianapolis		12,000	
Cincinnati	600	3,354	973
Pittsburg		5,000	
East Buffalo	250	6,000	4,000
New York	1,037	5,384	6,106

FRIDAY, DECEMBER 17, 1909.

Chicago	4,000	26,000	10,000
Kansas City	2,000	7,000	2,000
Omaha	1,600	4,500	1,500
St. Louis	3,000	16,292	1,500
St. Joseph	2,000	5,500	500
Sioux City	300	2,500	
St. Paul	1,200	4,500	1,400
Fort Worth	2,800	1,500	
Indianapolis		9,000	

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# Retail Section

## THE RETAIL BUTCHER AND MEAT PRICES

### Profits of Marketman Less Than Those in Any Other Line

By AUGUST C. HOFMANN, JR., Syracuse, N. Y.

Vice-President New York State Master Butchers' Association.

**[EDITOR'S NOTE.]**—The statements made by Secretary of Agriculture Wilson in his annual report, recently published in the columns of The National Provisioner, concerning meat prices and the profits obtained by retail butchers, have aroused the widest attention and interest. Many butchers charge that Secretary Wilson's deductions are not correct, and that there are many features of the situation that he has failed to grasp. Other marketmen who have carefully studied the Secretary's statements admit that he is right, but call attention to that part of his report in which he emphasizes the heavy running expenses of the trade and the evils of over-competition.

The National Provisioner here presents the first of a series of statements from leading master butchers on this question of prices. Mr. Hoffmann is recognized as one of the brightest and most up-to-date retailers anywhere in the trade. He has touched on the subject briefly but pointedly, and there are some features in his statement not heretofore brought out in the published discussion. What he says will be read with interest by everyone, the trade and consumers alike.]

The high prices of meats this season have occasioned no end of comment, both by the press and from the public, and as usual the blame of the whole has been carefully laid to the big packers.

There are certainly more interesting and vastly more profitable enterprises today than the retailing of meats. The retail butcher today is up against one of the hardest propositions of any retail business. On one hand there is the ever-increasing cost of meats, on the other the ceaseless grumbling of the consumer.

The increased cost of meats is not the only thing that faces the butcher. In a good many instances rents have advanced, together with the wages of his workmen. Then again, there is the cost of delivering. The cost of an outfit, drivers' wages, barn rent, wear and tear on horses and wagons, and feed bills which are steadily advancing, all must be reckoned with when computing the cost of meats to the consumer.

What Secretary Wilson says about the number of small markets that cut up the trade that could be handled by one large market is very true. Every locality is troubled by the mushroom markets that spring up each fall and cut into the business

of the markets in the immediate vicinity that are there and ready to serve customers the year round.

The average retail market in the summer time barely pays expenses, when the added cost of ice begins, and by the time winter sets in, when the butcher could buy in larger quantities and begin to make up for his summer losses, up comes one of these mushroom markets and splits up his trade, until his yearly profits are cut to almost nothing.

Secretary Wilson's statements seem to refer only to the profits on beef, but beef is not the only meat handled by the butcher.

It is true that the butchers handling the cheaper grades of meats are making a greater profit than those cutting good to prime cattle, partly because price is and always will be the attraction for certain classes, for eight out of ten customers will "fall" for price, where the other two will look to quality. Many people will not buy fat meats, and as the cheaper grades of meats are usually on the lean order, they will invariably pay as much for them because they are lean as they would for prime stock.

The trimmings on the cheaper grades do not amount to anywhere near what they would on prime stock, so when you go to the wholesaler and pay from 9 to 11 cents for beef in the carcass, and get it in your market and begin to trim out fat and suet, for which your tallow man will give you from 2½ to 3 cents, according to his liberality, you are beginning to add to the price of your salable meats.

Of course, you must get your money out of the choice cuts, as the cheaper cuts must be moved for what they will bring, unless your market is located where you have all classes to deal with.

Conditions vary in different localities, but I know of many butchers who have groceries in connection with their markets, and who use their market (that is, sell their meats for less than they ought to get) in order to advertise their grocery. In other words, they make up on the groceries what they lose on their meats. The regular butcher cannot do this, and he suffers thereby.

Summing up the situation, I believe that the average marketman receives less returns for his investment and labor than any other retail business man.

the thing that makes the recipient of the booklet take notice, is the horseshoe nail stuck through the cover, in and out, so that it stays there. That is the "something different" that gets the attention and points a moral, too.

Another attractive plan in booklet making is the cut-out cover. Run a pretty girl or a pretty landscape half-tone on the inside page opposite the cover, and then have the cover cut out with a round or rectangular opening so that the picture or part of it shows through without the printing adjacent. This makes a catchy thing, and it is not difficult for any printer who knows how to cut and sharpen an edge on it.

To gain the woman's attention, neat little folders mailed in envelopes of standard invitation size, sometimes called Bijou or Barromial 1, are very good. The size gains a reading. It is up to the writer of the advertisement to make the material inside entertaining.

There is a fatal defect common to many booklets. They fail to interest the reader at first. They do not begin their story at the beginning. There is too much "hem" and "haw" and beating about the bush. The story, and the most interesting part of it, should commence where it will be seen just as soon as the booklet is opened. If the first of the matter is dull and dry no one will go any further. Get the reader interested on the first reading page and you have a chance to do yourself some good.

Illustrate your booklets when you can do it well. In their make-up use good half-tones, if the booklet is suited to a coated book paper, and if you want a cheaper job and a rough paper, use good line cuts, but use no cheap or poor illustrations in any event. The booklet is the aristocrat of the advertising family, and it must be well done. If you are short of money, make the booklet thinner, make less of them, but make them right anyway—or use something else.

Perfectly round or square cuts are not as attractive as others of oval or rectangular but oblong shapes. Have them shaped to fit the shape of the page on which they appear so that they will not be inharmonious. Neither does a cut look so well always placed right plumb in the middle of the page. A little above, or sometimes below, is better.

The binding of a booklet, even a small folder, should be done well. The cover ought to be tied on or stapled on, and in this connection let me say that stitching or silk cord tying through the sides of the back makes the booklet hard to hold open. Better what is called saddle-stitch, the tie or staples going right through the back. Then it opens wide easily.

Use good margins and good sized type. The margins make for attractiveness and the bigger type is easier and quicker read. No one wants to wade through fine print. Better say less and have it all read.

The cover is what the recipient sees first. Make the cover always attractive, but do not forget that if your booklet has any size of consequence the cover is the part that gets the wear and ought to be of some reasonably tough stock. A coated paper is too brittle, and is not at all serviceable. An antique paper is better and can be had in plate or embossed finish. If your printer does not habitually carry such papers as you want to use, plan your jobs farther in advance and have the paper ordered specially. It costs no more to use a suitable paper than one that in color and finish does not suit you at all. Get the benefit of the big stocks of cover papers carried by the jobbers.

Red is always an attractive color and red and white are great for contrast. For instance, if you would make a catchy job of a

## THE RETAIL BUTCHER AND ADVERTISING

### How and Why the Dealer Can Make Money Through Publicity

(Copyright, 1909, by Frank Farrington.)

#### V.—DIRECT BY MAIL (Continued.)

**[EDITOR'S NOTE.]**—This is the sixteenth of a series of articles on Retail Advertising, which should be of interest to every wide-awake butcher. Though it deals with the retail trade, its points are well worth the attention of wholesalers and others, to whom advertising can be made as much of a profit-earner as it can to the retailer.]

#### Various Plans for Booklets.

Here is the plan of a booklet that cannot help attracting attention and being read by everyone who gets it. Make the booklet 3½ x 5½ inches in size of page, and 8 pages or 16 pages, according to the amount of matter to be put into it. Have it printed on an inexpensive antique paper of pretty good weight. On the front page (or cover) use the heading.

#### FOR WANT OF A NAIL—

Then at the top of the second page:

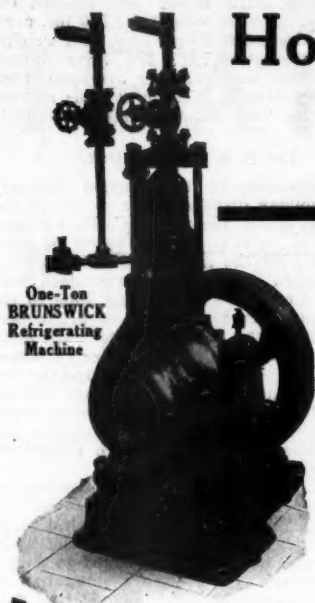
"For want of a nail the shoe was lost;  
For want of a shoe the horse was lost;  
For want of a horse the rider was lost;  
And all for the want of a horseshoe nail."

You remember the old jingle? Well, it is often so. The great losses are due to the lack of attention to some small detail. Perhaps some one of our valuable bargains herein described may be the horseshoe nail which would save you from loss later.

At all events, here are a lot of good things at money-saving prices. Every article sold on the money-back-if-you-want-it plan.

Then let the following pages describe the goods. The introduction above may be varied to refer more especially to the goods to be advertised. The great hit, though, and





One-Ton  
BRUNSWICK  
Refrigerating  
Machine

## How Mechanical Refrigeration Saves \$800 per Year

HENRY SEAMAN, PORT WASHINGTON MARKET.

Port Washington, L. I., Feb. 22, '09.

The Brunswick Refrigerating Co.,  
New Brunswick, N. J.

Gentlemen:—

Regarding the Refrigerating Machine which I purchased from you in March, 1906, I wish to state that the same has given me entire satisfaction.

I have a two-ton plant connected to a main storage box containing a freezer, and also connected with it a corned beef tank. I operate with a gasoline engine and consider that the plant has paid for itself since it was placed in operation.

Formerly my ice bill was about \$800.00 a year, and my present running expenses are about \$250.00 a year. I consider my saving on trimmings and the advantages of the freezer more than offset this \$250.00 a year.

The operation of the plant is so simple and easy and the satisfaction it gives is so great that it is a pleasure to show it to my friends and acquaintances among the trade, who occasionally call in to see the plant running.

Wishing you every success, I remain

Yours very truly,

HENRY SEAMAN.

This is only one of many letters from butchers giving unquestionable proof that

### BRUNSWICK REFRIGERATING AND ICE-MAKING MACHINES

are most profitable investments for butchers and provisioners. They save money, meat and muss. They are tangible evidence of up-to-date, sanitary methods. The increased trade bound to result from the confidence of customers cannot be estimated but is certain to be considerable. Cool, clean, flyless meat displayed in a refrigerated counter has an appetizing appearance that sells it to many people who would not buy under ordinary summer conditions. You owe it to yourself to find out about this modern necessity by writing for our free booklet.

**The Brunswick Refrigerating Co., 120 Jersey Avenue, New Brunswick, N. J.**

booklet, use a white stock and on the second or inside cover page have a cut of an index finger pointing at the heading on the opposite or first page of the reading matter. Punch a hole each side of this cut of a finger and run a cord through and back so that it will look like a string tied around the finger. On this string tie a red ticket about an inch square and imprint the front page of the cover "For Forgetfulness" and the ticket "Lest you forget." There you have the idea for a booklet to talk about things that you want people to remember to buy.

Such novelties are valuable as attention arresters, but they are not at all necessary, as simple and fine printing, if backed up by the right kind of talk, will get the results.

#### LOCAL AND PERSONAL.

C. C. Whitton has sold out his meat market at Russell, Kan.

Chick & Saunders have succeeded to the business of the Saunders Meat Market at La Cygne, Kan.

J. D. McCormick has disposed of his meat market at Lewis, Kan., to Harvey Riley.

Ferrill Brothers have disposed of their butcher shop at Glen Elder, Kan., to Edgar and Otto Cooper.

Furnas & Mackay have purchased the meat business of C. A. Barth at Madison, Kan.

Kimball Bros. have added a meat department to their grocery store at Altus, Okla.

Holman & Saunders have purchased the South Side meat market at Nickerson, Kan., from John W. Holman.

Geo. W. Belveal has sold out the City meat market at Luray, Kan., to Fred W. Bennett.

Grant Mowrey has engaged in the meat business at Raymond, Kan.

Ed. Gillette has engaged in the meat business again at Lawton, Okla.

J. G. & W. W. Jones, of Lenora, Okla., have engaged in the meat business at Cestos, Okla.

The Blue Front Market and Grocery has succeeded to the business of the City Meat Market at Independence, Kan.

H. L. Bleeker has purchased the meat market at Newton, Kan., formerly owned by F. M. McGowan.

Hines & Hupp have purchased the meat market of Rudy Brothers at Spring Hill, Kan.

Gus Travis has opened a meat market at Loretta, Neb.

F. J. Malina has opened up a new butcher shop at Toughy, Neb.

Klinck & Raymer have started in the meat business at Grant, Neb.

The Creeley meat market at Tekamah, Neb., has been purchased by Steve & Frank.

New meat markets are to be opened at Wood River, Neb., by A. C. Stout and J. H. Shick.

Marcus Johnson has purchased the butcher shop of Carl Krogh at Marquette, Neb.

C. J. Coats has sold out his butcher shop at Albion, Neb., to T. F. Burr, of Aberdeen, S. D.

Joe Obert has disposed of a half interest in his butcher shop at Bloomfield, Neb., to W. A. Bolton.

Ora Phillips has purchased the butcher shop of H. L. Bushnens at Hemingford, Neb.

J. P. Nichols has started in the meat business at Atkinson, Neb.

Edward Stevens has been succeeded in the meat business at Laingsburg, Mich., by D. D. Watling.

William D. Vogel has opened a meat market at Ann Arbor, Mich.

S. S. Smith has sold out his meat business at Big Rapids, Mich., to D. Reed & Son.

Bettis Bros. have sold out their butcher shop at Adrian, Mich., to Wenzel & Luther.

C. Oppels & Son have just opened a new butcher shop at Burntwood, Ore.

John Graybell has disposed of his meat business at Portland, Ore., to A. H. McDonald.

Thompson & Rauensohn have sold out their butcher shop at Grangeville, Idaho, to Lefler & Engram.

S. Fraudenstein is engaging in the meat business at Everett, Wash.

Chris Poulas is engaging in the grocery and meat business at Everett, Wash.

Haines and Northrop have purchased the meat and grocery business of Beekwith & Smith at Portland, Ore.

A. P. Langberry is engaging in the meat business at Clackamas, Ore.

Richard Stout has opened a new butcher shop at Portland, Ore.

Fred T. Brencly has engaged in the meat business at Vancouver, B. C.

M. W. Crocker has purchased the butcher shop of S. German at Vancouver, B. C.

Chas. Leesenborough has started a meat market at Prince Rupert, B. C.

Baker & Anderson have succeeded J. N. Randall in the meat business at Eugene, Ore.

F. S. Clarke has purchased the meat business of J. A. Ryan at Ladysmith, B. C.

Duncan Osler has engaged in the meat business at Vancouver, B. C.

T. S. Steele proposes to engage in the meat business at Elm Grove, W. Va.

The meat firm of Tolmar & Harris at Elm Grove, W. Va., has been dissolved, Mr. Tolmar continuing the business.

E. L. Boyle has opened a new meat market at Canandaigua, N. Y.

The Ohio Retail Grocers' and Butchers' Association has elected the following officers: President, E. H. Klausenmyer, Cleveland; first vice president, J. S. Krigenhofer, Hamilton; second vice-president, C. H. Messersmith, Mansfield; secretary, W. H. Cook, Springfield; treasurer, A. J. Carter, Dayton.

C. Duvall's meat market at Rochester, N. Y., has been damaged by fire.

**METROPOLITAN HOTEL SUPPLY CO.**  
Hotel, Steamship and Restaurant Supplies  
BEEF, MUTTON, LAMB, POULTRY, GAME,  
TONGUES, HAMS, BACON, LARD, Etc.  
432 West 14th Street  
Telephone 1747 Chelsea. **NEW YORK**

## NEW YORK'S CHRISTMAS SHOWS

The 1909 Christmas beef shows in New York City were the finest ever. It is probable that no city in the country—or anywhere else, for that matter—ever saw their equal. New York certainly never had anything like it before. This applies both to the magnificence of the surroundings, the elaborateness of the displays, the quality of the meats, and last but not least—the cost of the stuff. Packers lost big money on every Christmas carcass sold, and butchers who bought them did not make anything, either. It was the man who marketed the cattle that “copped the coin.” Christmas beef at from

concealed electric globes flickered to represent fireflies. The electric illuminations were elaborate throughout the coolers and included some handsome designs by U. D. B. men.

The beef display included some 400 prize carcasses hanging along the handsomely festooned meat rails, some dressed whole with tails on, and others split as usual. There was a fine display of cuts and a big separate exhibition of prize chucks piled mountain high. Fresh, pickled and smoked tongues were also exhibited in attractive fashion. The attendance numbered nearly 8,000 by actual count on Sunday, the opening day, which indicates

The prize cattle shown here dressed out splendidly. One lot weighing 1,300 lbs. average alive dressed 65.20 per cent. cold weight; another averaging 1,167 lbs. alive dressed 64.81 per cent cold; another averaging 1,408 lbs. alive yielded 64.56 per cent cold; another lot weighing 1,400 lbs. alive dressed out 63.75 per cent.

### The S. & S. Exhibition.

The Schwarzschild & Sulzberger Company had its holiday display in the coolers on the 45th street side of the company's First avenue plant. The entrance was a bower of evergreens. Inside the main cooler door a cleverly arranged mound of green studded with big red poinsettias gave a lively tone to the surroundings. A big display of prime beef cuts occupied the middle of the main aisle, flanked by rails loaded with prize carcasses, all show winners at Chicago. Behind the display of cut meats were several rails bearing the small stock showing of prize lambs dressed with tails on. Several hundred cattle and small stock were shown altogether, all blue ribbon bearers.

A neat idea carried out throughout the exhibition by Superintendent Gerber was the erection of Filipino huts with thatched roofs, tucked here and there along the cooler walls and in corners, each being devoted to a specialty display. There were tongues in one, mess beef in another, oleo oil and caul fats in another, pulled wools, pickled and cured skins in another, casings and bungs in another, miscellaneous offal such as hearts, livers, kidneys, brains, tails, etc., in another, a big display by the soap department in another, and so on. There was also an elaborate showing of “Majestic” and “S. & S. Special” cured meats.

The largest of these thatch-roof huts was a demonstration and refreshment booth. Here there was a pyramided display of the S. & S. canned meats and fancy products in tin and glass. A chef and a pretty waitress served hot coffee and “Majestic” sliced ham in sandwiches to all callers during the whole four days of the show. There were also some “Majestic” hams baked in the Hotel Astor kitchen which looked good enough to eat. It was a very attractive exhibition throughout and drew thousands of butchers and their friends to see it.

Outside the plant were tied a bunch of prize bullocks to be slaughtered later. Of those killed for the show one lot averaging in weight 1,375 lbs. alive dressed out 65½ per cent cold; another lot averaging 1,721 lbs. alive dressed 64.3 per cent; another lot averaging 1,329 lbs. dressed out 63.9 per cent;



DEMONSTRATION BOOTH AT THE S. & S. CHRISTMAS MEAT EXHIBITION.

12 to 18 cents alive is not making money for anybody in the meat trade. But we have to have it, even if it does come high.

### United Dressed Beef Co. Display.

The United Dressed Beef Company devotes much thought, time and money to its display every year, and each season springs a surprise. This year the U. D. B. display was especially appropriate, and accordingly appreciated by the trade. The company has the advantage of as fine a set of coolers as there is in the country in which to show its holiday stuff. The main entrance to the coolers was a “court of honor,” with white columns and festooning, carpeted with what appeared to be green plush and illuminated with colored incandescents. This was a gorgeous introduction to the show.

Turning out of the court of honor the visitor faced a striking novelty. It was a prize-winning yearling bullock dressed with head and feet on and hide on head, neck and back of shoulders, and left on the hind shanks to represent stockings. The bullock rested on a decorated pedestal illuminated by colored lights, and was a magnificent specimen. Butchers of 50 years' experience said they had never seen anything like it.

Beyond this was another novel feature, a pen containing half a dozen magnificent prize Polled Angus steers yet to be slaughtered. The pen was built of woven straw thatching, done by U. D. B. employees, a task which must have taken weeks, and was a work of art. There was a carpet of the same thatching for the animals to stand on, and cowboys in frontier costume—boots, spurs, chaps, guns and all—attended them. In the background, on a green mound, was the cowpunchers' camp, a log cabin and Indian tepee, with lighted campfire, horses and accoutrements and all camp appurtenances. There was even a background of mountain pines in which

the interest taken in the display. President Blumenthal and Superintendent McCauley had their hands full attending to the crowd. Leading butchers from New York and vicinity were on hand and passed high compliments on the exhibition.



DRESSED BULLOCK NOVELTY AT THE UNITED DRESSED BEEF CO. HOLIDAY SHOW.



# HEARN West Fourteenth St., New York.

## NO MEATS BUT EVERYTHING GROCERIES IN LIQUORS DRY GOODS.

the lightest was a lot averaging 1,280 lbs. which dressed 63.1 per cent cold weight. It was a fine lot of cattle. The grand champion steer of the International Show, bought by the S. & S. Company, was sent on up to one of its New England branches for an eager customer there.

### New York Butchers' Dressed Meat Co.

Several thousand butchers, with their wives and daughters, attended the Christmas dressed meat exhibition held in the large coolers of the New York Butchers' Dressed Meat Company at the "model abattoir" at 39th street and 11th avenue. The exhibition was opened on Sunday and lasted until Wednesday night. From the first day to the last a continual stream of visitors were entertained by the management. Each one was given a souvenir, the ladies receiving a carnation and the gentlemen a cigar.

The decorations were a profusion of flowers, palm trees and electric lights of all colors, and made a very pleasing picture. The dressed meat itself, which was hung in long rows on the cooler rails, was so tastefully arranged and prettily decorated that it seemed a shame to take it down and cut it up for consumption. The floor was made into imitation grass plots with the initials of the company cleverly worked in, while on the wall at the lower end many electric lights blazed the initials and made the space brighter than daylight. The decorations, electrical and carpenter work were in charge of Supt. Allen McKenzie. He was assisted by Louis Serf, William Lang and John Timmons.

### The Swift Display and Other Shows.

The biggest crowd that ever jammed its way into the big Swift plant at First avenue and 45th street was there Sunday to see the opening of Manager Ed Fetterly's holiday small stock show. He had the small stock coolers laid out in one wide aisle with bays opening off it almost the depth of the front cooler, all gorgeously decorated with Christmas greens, ribbons and electric lights, and serving as a background for a showing of 600 prize lamb carcasses and a big veal show as well. The lambs and calves were all sized and selected and made a fine sight. There was also a large cut meat showing. In the bays there were several artistic displays of Swift lard and provision features, with

"Swift" and "1909" in colored sawdust designs on the floor. The "S" trade mark in the same sawdust material was the work of the manager himself. A big pig's head with red electric eyes was a feature. The provision box and outside salesroom were also handsomely decorated and made a fine showing.

Other slaughterers and wholesalers made it a point to get the finest quality of holiday beef and small stock for their customers, but most of them contented themselves with this, and did not decorate extensively. Joseph Stern & Sons had a fine display of Christmas beef at their West Side abattoir and did a rushing business. The Cincinnati Abattoir Company, the Indianapolis Abattoir Company, the Lang Packing Company at West Harlem, Conron Bros. Company, J. J. Harrington & Brother, the New York Veal & Mutton Company and other concerns saw to it that their customers had their pick of the very finest to be obtained in the way of holiday meats. As was said at the beginning, nobody made any money. Stuff cost altogether too much. But then, you have to have it at Christmas, and there you are!

### GREATER NEW YORK NOTES.

Manager Murphy of the Swift ice department was in New York this week from Chicago.

Swift & Company's sales of fresh beef in New York City for the week ending Dec. 11, averaged 8.08 cents per pound.

Charles Fleisch, a butcher of No. 781 East 139th street, Bronx, has filed a petition in bankruptcy as a poor person, with liabilities \$628 and no assets.

President Ferdinand Sulzberger of the S. & S. Company returned this week from a western inspection trip. He found the company's plants and business in the most thriving condition, and in many instances plans already under way for extensions and additions to capacity made necessary by growing business.

The Department of Health of the City of New York reports the number of pounds of

meat, fish, poultry and game seized and destroyed in the City of New York during the week ending Dec. 11, 1909, as follows: Meat.—Manhattan, 38,173 lbs.; Brooklyn, 12,680 lbs.; total, 50,853 lbs. Fish.—Manhattan, 5,025 lbs.; Brooklyn, 50 lbs.; total, 5,075 lbs. Poultry and Game.—Manhattan, 3,800 lbs.; Brooklyn, 780 lbs.; total, 4,580 lbs.

Vice-president L. B. Patterson, general superintendent Fred Cowin, head cattle buyer Tom Cross, purchasing agent C. P. Monahan and beef expert Victor Munnecke of the National Packing Company, were in New York this week from Chicago, looking at the Christmas displays. It was a lively Chicago crowd, and included also Charles Robinson and Court Klemens of Clay, Robinson & Company, Manager A. W. Perkins of the National's Boston district, Manager George Roberts from Bridgeport, Conn., and a lot more not from the Windy City.

### NEW YORK TRADE RECORD

#### BUTCHER, FISH AND OYSTER FIXTURES.

##### MANHATTAN MORTGAGES.

Cohen, A., 242 E. 110th; H. Brand.  
Delemarre, F. & H. Mallverney, 3572 Broadway; J. Levy & Co.  
Erlinger, D. L., 1249 Amsterdam av.; L. Klein.  
Frogel, H., 63 E. 98th; H. Brand.  
Fischer, F., 246 W. 116th; H. Brand.  
Falco, F., 160 Thompson; Van Iderstine Co.  
Farber, L., 27 Essex av.; H. Brand.  
Ferretti, C., 11½ Roosevelt; H. Brand.  
Gesetz, D., 2172 Lexington av.; H. Brand.  
Gauterino, V., 29 Downing; H. Brand.  
Gangerul, F., 325 N. 25th; H. Brand.  
Greenstein, H., 1713 3d av.; M. Fessler.  
Gauterino, V., 14-16 Bedford; H. Brand.  
Horn, A., 518 E. 12th; H. Brand.  
Kottler, M., 238 E. 116th; H. Brand.  
Kaplan, S., 92 E. 104th; H. Brand.  
Liebowitz, H., 55 W. 132d; H. Brand.  
Levin, S., 118 Suffolk; H. Brand.  
Lehrman, P., 128 E. 110th; H. Brand.  
Levey, M., 109 Orchard; H. Brand.  
Lewenski, L., 224 E. 100th; H. Brand.  
Natalo, M., 335 E. 108th; H. Brand.  
Pollock, S., 203 E. 67th; H. Brand.  
Reiter, S., 234 E. 63d; H. Brand.  
Stromerger, Z., 104 E. 121st; H. Brand.  
Seeman, M., 701 9th av.; P. Lesser.  
Speranzo, L., 64 McDougal; H. Brand.  
Strumwater, F., 18 E. 114th; R. Marasse.  
Thau, S., 402 E. 174th; H. Brand.  
Tichtelberg, B., 78 Willet; J. Levy.  
Weikersheimer, M., 2653 8th av.; H. Brand.

##### MANHATTAN BILLS OF SALE.

Freiman, R. & P. Goldstein, 238 E. 116th; N. P. Wax.  
Kohla, H., 493 E. 151st; E. Zullo & J. Montenegro.  
Levin, M., 65 E. 110th; S. Victor & H. Sisselman.  
Massimi, L., 344 E. 48th; D. Cartesini.

##### BROOKLYN MORTGAGES.

Berman, Abr., 9 Hull st.; Levy Bros.  
Cohen, Abr., 186 Riverdale av.; Van Iderstine.  
Dressed, Louis, 234 Kings Highway; Jos. Levy & Co.  
Hohn, Harvey, 144 Wallabout; D. A. Van Iderstine Co.  
Klein, Rudolph, 1503 Kings Highway; Jos. Rosenberg.  
Morrison, Martin E., 92d st.; Van Iderstine Co.  
Pearlman, Henry, 1946 Bergen; Jos. Rosenberg.  
Pelliccio, S. & M. Sovoro, 4 Bushwick av.; Van Iderstine Co.  
Schatz, Benjamin, 90 Christopher av.; Jos. Rosenberg.  
San, Max, 2029 Bergen; Van Iderstine Co.  
Wallowick, Sam, 6 Moore; Van Iderstine Co.  
Zipon, Louis, 538 Hopkinson av.; Van Iderstine Co.

##### BROOKLYN BILLS OF SALE.

Klein, Chas. W., 1503 Kings Highway; Rudolph Klein.  
Rosenberg, Emanuel, 415 Grand; Jacob Zeffinger.

## RETAIL BUTCHERS FAT RENDERING CO.

Nos. 652-658 WEST 39th STREET, NEW YORK CITY

Manufacturers of  
**TALLOW, FERTILIZERS,  
HARD SCRAP and CHICKEN FEED**

We will manufacture only the highest grade goods. Telephone, Murray Hill, 1737

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Good to choice native steers.....	\$5.50@7.00
Poor to fair native steers.....	4.25@5.50
Oxen and stags.....	3.00@4.40
Bulls and dry cows.....	2.25@4.75
Good to choice native steers one year ago.....	5.50@6.75

## LIVE CALVES.

Live veal calves, prime, per 100 lbs.....	10.00@10.50
Live veal calves, fair to good, per 100 lbs.....	8.75@ 9.75
Live veal calves, com. to med., per 100 lbs.....	7.00@ 8.50
Live veal calves, culls, per 100 lbs.....	5.00@ 6.50
Live calves, barnyards.....	3.50@ 4.50
Live calves, western, per 100 lbs.....	4.50@ 6.40
Live calves, fed, per 100 lbs.....	4.75@ 5.50

## LIVE SHEEP AND LAMBS.

Live lambs, common to prime, per 100 lbs.....	7.00@ 8.75
Live lambs, culls.....	5.00@ 6.50
Live yearlings, per 100 lbs.....	6.00@ 7.00
Live sheep, common to prime, per 100 lbs.....	3.50@ 5.25
Live sheep, culls.....	2.50@ 3.25

## LIVE HOGS.

Hogs, heavy.....	@8.70
Hogs, medium.....	@8.70
Hogs, 140 lbs.....	8.75@8.80
Pigs.....	@8.95
Rough.....	7.70@7.90

## DRESSED BEEF.

### CITY DRESSED.

Choice native heavy.....	11 @11½
Choice native light.....	10 @11
Common to fair native.....	8½ @9½

### WESTERN DRESSED BEEF.

Choice native heavy.....	11 @11½
Choice native light.....	10½ @11
Native, common to fair.....	9½ @10½
Choice Western, heavy.....	9 @9½
Choice Western, light.....	8 @9
Common to fair Texas.....	7 @8
Good to choice heifers.....	8 @9
Common to fair heifers.....	8 @8½
Choice cows.....	7 @8
Common to fair cows.....	6½ @7½
Common to fair oxen and stags.....	7 @7½
Fleshy bologna bulls.....	6½ @7

## BEEF CUTS.

No. 1 ribs, 17c. per lb.; No. 2 ribs, 14c. per lb.;	
No. 3 ribs, 11c. per lb.; No. 1 loins, 18c. per lb.;	
No. 2 loins, 14-15c. per lb.; No. 3 loins, 11c. per lb.;	
No. 1 chucks, 9c. per lb.; No. 2 chucks, 8c. per lb.;	
No. 3 chucks, 7½c. per lb.; No. 1 rounds, 10½c. per lb.;	
No. 2 rounds, 9c. per lb.; No. 3 rounds, 8c. per lb.	

## DRESSED CALVES.

Veals, city dressed, prime, per lb.....	12 @15½
Veals, good to choice, per lb.....	11½ @14½
Western calves, choice.....	12 @14
Western calves, fair to good.....	10 @13
Western calves, common.....	9 @10

## DRESSED HOGS.

Hogs, heavy.....	@11½
Hogs, 180 lbs.....	@11½
Hogs, 160 lbs.....	@11½
Hogs, 140 lbs.....	@11½
Pigs.....	@11½

## DRESSED SHEEP AND LAMBS.

Spring lambs, choice, per lb.....	12 @14
Spring lambs, good.....	11 @13
Sheep, choice.....	9 @10
Sheep, medium to good.....	8½ @9½
Sheep, culls.....	8 @9

## PROVISIONS.

### (Jobbing Trade.)

Smoked hams, 10 lbs., avg.....	@15
Smoked hams, 12 to 14 lbs.....	14½ @15
Smoked hams, heavy, 14 to 16 lbs., avg.....	@14½
Smoked picnic, light.....	@12½
Smoked picnic, heavy.....	@12½
Smoked shoulders.....	@13
Smoked bacon, boneless.....	17½ @18½
Smoked bacon (rib in).....	@16½
Dried beef sets.....	@17½
Smoked beef tongue, per lb.....	16 @18
Pickled bellies, heavy.....	13 @13½

## FRESH PORK CUTS.

Fresh pork loins, city.....	14 @14½
Fresh pork loins, Western.....	13½ @14
Shoulders, city.....	12 @12½
Shoulders, Western.....	12 @12½
Butts, regular.....	13 @13½
Butts, boneless.....	13½ @14
Fresh hams, city.....	@14
Fresh hams, Western.....	12½ @13

## BONES, HOOF AND HORNS.

Round shin bones, avg. 50@55 lbs. cut.....	@ 70.00
Flat shin bones, avg. 40@50 lbs. cut, per 100 bones, per 2,000 lbs.....	@ 50.00
Hoofs, black, per ton.....	@ 29.00
Thigh bones, avg. 90@95 lbs. cut, per 100 bones, per 2,000 lbs.....	@ 90.00
Horns, 7½ oz. and over, steers, first quality, per ton.....	@240.00

## BUTCHERS' SUNDRIES.

Fresh steer tongues.....	70 @90c. a piece
Fresh cow tongues.....	50 @60c. a piece
Calves' heads, scalded.....	30 @40c. a piece
Sweetbreads, veal.....	23 @75c. a pair
Sweetbreads, beef.....	18 @25c. a pound
Calves' livers.....	25 @50c. a piece
Beef kidneys.....	7 @12c. a piece
Mutton kidneys.....	1½ @3c. a piece
Livers, beef.....	5 @6c. a pound
Oxtails.....	6 @7c. a piece
Hearts, beef.....	@12c. a piece
Kidneys, beef.....	@12c. a pound
Tenderloin beef, Western.....	15 @25c. a pound
Lambs' fries.....	6 @10c. a pair

## BUTCHERS' FAT.

Ordinary shop fat.....	@ 3
Suet, fresh and heavy.....	@ 5½
Shop bones, per cwt.....	@ 25

## SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	@90
Sheep, imp., wide, per keg, 50 bundles.....	@45
Sheep, imp., medium, per bundle.....	@70
Sheep, imp., per bundle.....	@44
Sheep, imp., Russian kings.....	@—
Sheep, domestic, wide, per bundle.....	@70
Sheep, domestic, medium, per bundle.....	@50
Sheep, domestic, narrow med., per bundle.....	@28
Hog, American, wide, free of salt, tca. or bbls., per lb., f. o. b. New York.....	@58
Hog, extra narrow selected, per lb.....	@60
Hog, in kegs, 1 cent over bbl. or tca.....	@—
Beef, rounds, per set, f. o. b. Chicago.....	@16½
Export rounds, per set, f. o. b. New York.....	@22
Beef, rounds, per lb.....	@ 8
Beef, bungs, piece, f. o. b. New York.....	@17
Beef, bungs, per lb.....	@ 6
Beef, middles, per set, f. o. b. New York.....	@78
Beef, middles, per set, f. o. b. Chicago.....	@76
Beef, middles, per lb.....	@ 6½
Beef, weasands, per 1,000, No. 1a.....	@ 7
Beef, weasands, per 1,000, No. 2a.....	@ 5

## SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	15	17
Pepper, Sing., black.....	9	11
Pepper, Penang, white.....	14	16
Pepper, red Zanzibar.....	14	17
Pepper, shot.....	10	—
Allspice.....	6	8½
Coriander.....	4	6
Cloves.....	12	15
Mace.....	48	53

## SALTPETRE.

Crude.....	4½ @ 4½
Refined—Granulated.....	5 @ 5½
Crystals.....	5½ @ 6½
Powdered.....	5½ @ 6½

## GREEN CALFSKINS.

No. 1 skins.....	@ .34
No. 2 skins.....	@ .32
No. 3 or branded.....	@ .13
No. 1 B. M. skins.....	@ .22
No. 2 B. M. skins.....	@ .20
No. 1, 12½-14.....	@2.80
No. 2, 12½-14.....	@2.35
No. 1 B. M., 12½-14.....	@2.35
No. 2 B. M., 12½-14.....	@2.10
No. 1 kips, 14-18.....	@2.35
No. 2 kips, 14-18.....	@2.00
No. 1 B. M. kips.....	@2.00
No. 1 B. M. kips.....	@2.35
No. 1, heavy kips, 18 and over.....	@3.00
No. 2, heavy kips, 18 and over.....	@3.35
Branded kips.....	@2.00
Branded skins.....	@ .17

Heavy branded kips.....	@2.25
Ticky skins.....	@ .17
Ticky kips.....	@2.00
Heavy ticky kips.....	@1.35
No. 3 skins.....	@ .13

## DRESSED POULTRY.

### DRY PACKED.

Turkeys—	
Eastern, selected.....	@28
Western, scalded.....	@24
Western, dry-picked.....	@23
Southern, dry-picked.....	@24
Southern, scalded.....	@23
Broilers—	
Phila., fancy, per lb.....	.25 @28
Western, dry-picked, fancy.....	.24 @25
Michigan scalded, fancy.....	.18 @19
Chickens, Roasting—	
Phila., fancy, per lb.....	.24 @25
Western, dry-picked.....	.22 @23
Ohio and Michigan, fancy.....	.18 @18½
Fowls—	
Western, boxes.....	@17½
Western, barrels, dry-picked.....	@16½
Western, scalded, fancy.....	@16
Other Poultry—	
Old cocks, per lb.....	.12½ @13
Ducks.....	.14 @20
Geese, eastern.....	.13 @20
Geese, western, fancy.....	.14 @15
Squabs, prime, white, per doz.....	@4.25
Squabs, poor dark, per doz.....	@1.50
Guinea, 3 lbs. and over to pair.....	@1.00
Turkeys—	
Western, dry-picked.....	@24
Southern, average best.....	@23

## GAME.

Frozen quail, per dozen.....	4.00@4.50
Frozen partridges, per pair.....	3.50@4.00
Frozen woodcock, per pair.....	1.00@1.25
Frozen snipe, English, per dozen.....	2.75@3.25
Fresh rabbits, per pair.....	.18 @.35
Frozen rabbits, per pair.....	.15 @.22
Wild ducks, per pair.....	.60@3.00

## LIVE POULTRY.

Spring chickens, per lb.....	@15
Fowls, per lb.....	@15
Old and young roosters.....	@10
Turkeys, prime, well grown.....	@20
Ducks, per lb.....	@16
Geese, western.....	@13
Guinea Fowls, per pair.....	@50
Pigeons, per pair.....	@25

## BUTTER.

Creamery, Specials.....	@35½
Creamery, Extras.....	@34½
Process, Specials.....	@28
Process, Extras.....	@27

## EGGS.

Fresh Gathered Extras.....	.37 @38
Fresh Gathered Extra Firsts.....	.33 @35
Fresh Gathered Firsts.....	.31 @32
Refrigerator early packed, special marks.....	.23½ @24½
Refrigerator firsts, season storage paid.....	.22 @23

## FERTILIZER MARKETS.

### BASIS, NEW YORK DELIVERY.

Bone meal, steamed, per ton.....	@23.00
Bone meal, raw, per ton.....	25.00 @25.50
Hoof meal, per unit, N. Y.....	2.50 @ 2.60
Dried blood, West, high grade, fine, c. a. f. N. Y.....	@ 3.10
Nitrate of soda—spot.....	@ 2.18
Bone black, discard, sugar house del. New York.....	16.00 @17.00
Dried blood, N. Y., 12@13 per cent. ammonia.....	@ 2.75
Tankage, 9 and 20 p. c., f. o. b. Chicago.....	2.40 and 10c.
Tankage, 6 and 35 p. c., f. o. b. Chicago.....	@19.00
Garbage tankage, f. o. b. New York.....	8.00 @ 9.00
Fish scrap, dried, 11 p. c. ammonia and 15 p. c., bone phosphate, delivered, New York.....	2.90 and 10c.
Wet, acidulated, 6 p. c. ammonia per ton, delivered New York.....	@ 2.45
Sulphate ammonia gas, for shipment, per 100 lbs.....	@ 2.65
Sulphate ammonia gas, per 100 lbs., spot.....	@ 2.65
Sulphate ammonia bone, per 100 lbs.....	@ 2.65
So. Carolina phosphate rock, ground, per 2,000 lbs., f. o. b. Charleston.....	0.50 @ 7.75
So. Carolina phosphate rock, undried, f. o. b. Ashley River, per 2,340 lbs.....	3.50 @ 3.75
The same, dried.....	3.75 @ 4.00
POTASHES, ACCORDING TO QUANTITY.	
Kainit, shipment, per 2,240 lbs.....	8.50 @ 9.50
Kainit, ex-store, in bulk.....	8.00 @10.65
Kieserit, future shipment.....	7.00 @ 7.25
Muriate potash, 80 p. c., ex-store.....	1.05 @ 2.06
Muriate potash, 80 p. c., future shipment.....	1.00 @ 2.06
Double manure salt (46@49 p. c. less than 2½ p. c. chloride) to arrive per lb. basis 43 p. c.....	1.16½ @ 1.30
Sulphate potash, to arrive (basis 90 p. c.).....	2.18½ @ 2.27
S. Carolina phosphate rock, ground, per 2,000 lbs., f. o. b. Charleston.....	0.50 @ 7.75
Sylvinit, 24 to 86 p. c., per unit, S. F.....	.50 @ .60



